

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

AUGUST 15, 1943

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AMERICAN NURSERYMAN

F. R. KILNER, Editor

Editorial

FIGHT AGAINST INFLATION.

In this issue is a page advertisement which is the beginning of a series in about 450 leading magazines as a contribution of the publishers to the fight against inflation.

This advertisement, prepared by the War Advertising Council, attempts to explain inflation and what the public can do about it. It should be read carefully in order that a thorough understanding can be obtained. Then act upon it.

According to the Office of War Information, this year Americans are going to make — minus taxes — \$125,000,000,000.

But this year civilians are not going to have \$125,000,000,000 worth of goods on which to spend this much money. We are only going to have about \$80,000,000,000 worth. The rest of our goods are being used to fight the war.

That leaves \$45,000,000,000 worth of money in our pockets, which can be used in one of two ways. One way will make us poorer. The other way will make us more prosperous after the war.

If each of us takes his share of this \$45,000,000,000 — which amounts to about \$330 per person — and immediately spends it for whatever we wish to buy out of the goods available, the result is obvious. With half again as much money as there are goods to buy, we shall only push up the prices for the available merchandise. We can't buy any more merchandise than exists, but we can pay more for it by bidding against the other buyers.

When we bid up the prices of merchandise that other persons need, we only increase their demands for higher wages. Since labor is scarce, some of the demands for higher pay will be met. Then if that extra pay is used to bid up prices again, the merry-go-round begins once more.

That is the way inflation occurs. Every war has brought inflation of some degree. In every case the result was that after the war civilians got less for their money.

The government is doing what it can to keep prices down, through rationing scarce goods, putting ceilings on many items, stabilizing wages and increasing taxes. But the government cannot do the whole job — that is already apparent.

The Mirror of the Trade

By our voluntary efforts we can curtail inflation. This can be done by paying off old debts or mortgages and by putting the extra money into tax payments, war bonds, life insurance or the bank. Then we can spend the money after the war, and we shall be able to get more merchandise because prices will not have been inflated.

Besides putting away the extra money, we can refuse to pay more than ceiling prices and keep our own demands down, whether for wages, merchandise or services.

To avoid inflation calls for self-discipline. We can be good soldiers, just as well as the boys at the front. And if we are, their service pay will buy them more goods when they return home. So, in fighting inflation, we not only do something for ourselves, but also for the boys who are at the front fighting for us.

LABOR PROBLEM EASIER?

Some authorities think that the peak of the country's labor problem is already past. The biggest job, that of raising an army and navy of 10 800 000 men, is pretty nearly accomplished. Recruiting of workers for war factories still goes on, but the curtailment or cancellation of contracts for some kinds of munitions already in ample supply relieves this situation. Casualties in the armed forces abroad are less than anticipated. Older men are being released from camps in this country more freely to return to farms and other essential civilian work. The replacement of men by women in many service jobs releases male labor for heavier employment. So it seems likely that the labor problem will grow no worse, even if it does not markedly improve.

JOB INSTRUCTION.

Training for foremen and other employees doing supervisory work is offered by the training service of the War Manpower Commission. While this is intended primarily to speed up the output of munitions factories, it is obtainable by others, and a few nurserymen report excellent results. An instructor provided by the service gives a 12-hour course in the evenings, covering two or three weeks, and the minimum class is twelve men. These need not come from one company, but several small organizations may combine to send

a few men from each. When substitute help of inferior character must be used, the training of supervisory employees is important. Apply to the nearest office of the War Manpower Commission if interested.

AMERICAN HEMP.

This month farmers in the mid-west will begin to harvest the biggest hemp crop grown in this country since before the Civil war. Once this country was a big producer of hemp, but the crop disappeared when it was found more economical to import rope-making fibers from countries with lower wage scales, such as Manila hemp from the Philippines and sisal from the Dutch East Indies. The current crop of hemp will be processed in government-financed mills. Farmers will make about as much on this crop as they would from growing corn, but it probably will disappear from American farms again when rope fibers are again imported at low prices.

APPLE OUTLOOK.

The commercial apple crop this year will be about seventy-five per cent of last year's, it was estimated at the recent annual meeting of the National Apple Institute, at Washington, D. C. That points to 95,500,000 bushels, as against 127,500,000 bushels last year. The final crop last year was only three per cent greater than the June estimate of this group.

Growers have had big increases in cost of labor and packages, about thirty per cent in each case, and must receive more money than last season to cover the higher costs. Fruit sold to the government is on a cost plus basis, not bound by ceilings. Apples are not now on the cost of living index.

Paul C. Stark, Louisiana, Mo., was succeeded as president of the National Apple Institute by Reuben G. Benz, Yakima, Wash. Mr. Stark was appointed a director at large for the ensuing year.

REPORT is that New York state plans to build \$100,000,000 worth of postwar highways. Are plans likewise being made for suitable planting of those highways?

WHOEVER thought that creeping jenny, or bindweed, would be desirable to anybody! Interest in it now develops because it seems to have a blood-coagulating quality.

AMERICAN NURSERYMAN

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Publish your fall price list in the

AMERICAN NURSERYMAN

Circulation confined exclusively to wholesale buyers.

Mailing list up-to-date, of current trade prospects.

Save waste . . . Save money . . . Save labor.

Texans Convene at Fort Worth

By Wilma Gunter

While plans were made for a well rounded program of interesting business topics for the Texas Association of Nurserymen, the convention this year, at Fort Worth, August 10 and 11, was considered by almost everyone leaving the meeting as the most successful and interesting yet attended.

While Dallas extended a welcome invitation for the next meeting, Houston was selected as the 1944 meeting place by an overwhelming majority.

Election of officers resulted in the following being chosen: President, J. B. (Bob) Baker, Jr., Fort Worth; vice-president, Steve Verhalen, Scottsville; secretary-treasurer, Jesse Breedlove, Tyler. Newly elected members of the executive committee are Ronald Hill, Victoria; P. A. Winkler, Beaumont; C. H. Wolfork, Gainesville, and L. J. Rainey, San Angelo.

While it was not expected that the attendance would be up to former years, registration ran to the neighborhood of 100 from all parts of the state. There were out-of-state visitors present from Oklahoma, New Mexico, Pennsylvania and Illinois.

President Leonard M. Riggs delivered an interesting and well thought-out address, which seems to express the sentiments of the trade in general about existing conditions and plans ahead for the nurserymen.

J. Frank Sneed, Oklahoma City, vice-president of the American Association of Nurserymen, stressed the

close cooperation existing between the state and national associations, the need for new members from his district in the national organization and the necessity for prompt payment of dues by all the members in this association in order to take care of the budget set up for the new year. Mr. Sneed distributed copies of a form prepared in the office of the executive secretary for tabulation of the costs of doing business among wholesale and retail nurserymen and their increase during the past two years.

Richard P. White, executive secretary of the American Association of Nurserymen, delivered the best address he has ever made, so the old-timers said, and the members gave close attention throughout the hour and one-half which he held the floor. He outlined the work of his office in contacting various branches of the government in regard to the legislative problems affecting the nursery business directly and indirectly. He explained his constant work with Congress in connection with bills in which the nursery industry was involved, and he outlined the general trend of congressional action relating to regulations affecting agricultural firms in general. He told about the executive committee meeting in July, when the members of this group made plans of far-reaching nature for the postwar era.

The outlook for manpower was discussed by Secretary White as it relates to the nursery business. He thought the army had about all the men it could use, but the navy needed many more yet, and there would be some leniency shown agricultural workers needed on the farms through the draft boards. Another favorable factor may be the curtailment of manufacturing war materials made up in sufficient quantities; while the switch from one essential production to another takes place, there may be labor available for short periods, and nurserymen may be able to secure some of this help. However, the labor shortage is terrific all over the United States, Mr. White reported, and for some may not get much better for a long time to come.

Aside from the items of shortage, Mr. White expressed a promise of good business for nurserymen in general this year and especially when peace comes, but warned against selling one's present inventory at too

low prices while restocking at present levels of labor and material costs for postwar sales.

The committee appointed by President Riggs to present recommendations for a uniform retail guarantee for replacement of nursery stock offered the following, adopted by a unanimous vote:

Provided account is paid in accordance with government credit rules, and plants receive reasonable care, we will replace at one-half price of the plants, plus cost of labor, plants planted in the spring that fail to survive the following summer, or if planted in the fall fail to leaf out the following spring.

Should we not have the same plants in stock, we reserve the right to give credit for an amount equal to one-half the cost of the plants lost, in other plants of your selection.

This does not cover plants purchased on the nursery grounds and not planted by us.

Since the federal government has ordered a stop in planting shade trees and shrubs on projects sponsored by the F. P. H. A., the convention felt the need of asking for some consideration, as stock now available should be moved and these projects need trees and shrubs more than permanent homes from the standpoint of holding up the morale. Therefore, a special committee was appointed to present recommendations to the convention for immediate action. This committee, consisting of E. L. Baker, chairman; W. C. Griffing, Ronald Hill and Murray Ramsey, spent much time and made several contacts with officials of the district office of the F. P. H. A. at Fort Worth. Adopted by vote, to



Steve Verhalen.



J. B. Baker, Jr.

be sent immediately to the proper authorities for action, the recommendations of this committee were as follows:

1. The committee is unanimously in favor of reinstatement of the landscape program in its entirety as originally outlined by the F. P. H. A. for the following reasons:

(a) Grass planting, sodding and soil-erosion control work is recognized as an essential part of the general landscape program and should be retained for its aesthetic and utilitarian value.

(b) The entire landscape program of F. P. H. A., according to information received, averages two per cent of cost of entire project. Planting of trees and shrubs, according to information from housing authority officials and nurserymen familiar with this type of work, averages about ten per cent of the entire landscape work or one-fifth of one per cent of cost of entire project.

(c) Approximately eighty per cent of man hours used for production and planting of trees and shrubs has been expended before contracts are let. From the above statements, which are considered the opinions of the committee, it is obvious that the actual saving in manpower is reduced to a quantity which is twenty per cent of one-fifth of one per cent of the actual cost of the project.

The committee is interested in the saving of manpower to contribute to the war effort and respectfully points out the saving that might be accomplished by the elimination of exterior and interior paint on temporary housing. The committee calls attention to the additional need of things of beauty in their surroundings by people who are otherwise working and living under unsatisfactory conditions to which they are not usually accustomed. This is a recognized contributing feature to the morale of war workers and service men alike. The committee calls to your attention that trees and shrubs are the only item used in the construction of temporary or permanent housing projects that will increase in value. The committee calls to your attention that other government agencies responsible for housing of war workers, namely F. H. A. and other governmental agencies, require the planting of landscape materials on properties on which they have a federal insurance loan.

J. M. Ramsey, chairman of the legislative committee, gave an interesting report on the cases of nurserymen who are confronted with liability for social security and unemployment compensation taxes. He cited the two cases in which assessments have been made, against Griffing Nurseries, Beaumont, and Howard's Montopolis Nursery, Austin. These cases involve taxes assessed against the Griffing Nurseries approximating \$5,000 and Howard's Montopolis Nursery approximating \$1,600. Both sums have been paid under protest, and claims for refund are now being prepared to be filed with the federal internal revenue bureau. These two cases, Mr. Ramsey explained, are the only ones he had learned about in

which taxes have been assessed. However, all nurserymen are subject to the same check-up and possible assessments from time to time, provided it cannot be clearly shown that all labor of the industry can be declared as agricultural and exempt from these taxes. The Texas Association has received full information on these cases, and is fully backing them for the benefit of its members.

W. C. Griffing presented to the association a gavel made of live oak wood, of the Spanish type, which Mr. Griffing had developed. Mr. Griffing said he had made a duplicate gavel for the American Association of Nurserymen, which he would present at its victory meeting at New Orleans.

The secretary reported twelve new members signed up during this convention and said prospects looked



Jesse Breedlove.

good for more members during the coming year. One member offered a \$50 war bond to the member who signed up the most new members during the coming year.

The silver loving cup presented by the Arp Nursery to the T. A. N. in 1942, to be awarded each year to the member contributing the most outstanding service, was presented to the retiring president, Leonard M. Riggs, Longview. Eugene Howard made the presentation speech.

VISIT NEW YORK STATION.

The officers and some members of the New York State Nurserymen's Association met at the New York state agricultural experiment station, Geneva, July 12, for a survey of the program under way at the station as it relates to the nursery industry.

Dr. Carl E. Ladd, late dean of the college of agriculture at Cornell; Dr. C. E. F. Guterma, director of Cornell experiment station; Prof. L. H. MacDaniels, of the department of horticulture, Cornell University, and Dr. A. J. Heinicke, director of the Geneva station, as well as station staff members, met with the nurserymen. Discussions at the conference featured the development of rootstocks for the production of dwarf trees and the breeding of new varieties of fruit trees. The nurserymen toured the station, inspecting work in progress.

MYERS SUCCEEDS LADD.

Dr. William I. Myers, head of the agricultural economics department at Cornell University since 1938, has been made acting dean of the New York state college of agriculture, following the sudden death of the late Dean Carl E. Ladd.

Brought up on a Chemung county farm, Dr. Myers graduated from Cornell in 1914, acted as instructor in farm management till 1918, when he received his doctor's degree, was assistant professor in the same department from 1918 to 1920, and professor of farm management till he was made head of the department, now known as agricultural economics, in 1938, as successor to George F. Warren.

On leave with the Farm Credit Administration for five years, 1933 to 1938, he reorganized the scattered federal agricultural credit agencies. He has served as president of the Federal Farm Mortgage Corporation, director of the Federal Surplus Commodities and Commodity Credit Corporations and president of the American Farm Economics Association. At Cornell, he has been faculty representative on the board of trustees since 1939.

WHO CAN ANSWER?

A reader asks if it is practicable to dig roots of new varieties of red raspberries in the fall, cut them an inch or two long and store in sand to make more rapid increase.

R. F. PAETZ, Amery, Wis., announces the establishment of a nursery in that town to be devoted exclusively to the growing of blue spruce trees and other evergreens. About three acres of land have been acquired, on highway 46, and work is to be started as early as possible. The business will be known as the Wisconsin Blue Spruce Nursery.

Mail Order Men Meet at Chicago

The shortage of fruit trees and berry plants for the coming season was emphasized in the reports presented at the meeting of the National Mail Order Nurserymen's Association, at the LaSalle hotel, Chicago, Ill., August 2 and 3. The supply of most lines of ornamental stock was characterized as fair, and only some types of evergreens could be called adequate for the expected strong demand. The labor problem in respect to digging and shipping involves evergreens, of course, more than any other item and consequently affects their sale.

The National Mail Order Nurserymen's Association has expanded its membership so that the catalogue nurserymen of Michigan and Indiana, who formerly composed the larger part of the organization, now comprise less than half of the eighty-odd members, the remaining being from states all the way from Delaware to Nebraska.

The meeting was the more national in character because G. Hale Harrison, of Harrison's Nurseries, Berlin, Md., appeared with a delegation of members of the Del-Mar-Va Nurserymen's Association, comprising firms on the Atlantic shore peninsula formed by corners of the states of Delaware, Maryland and Virginia. These delegates included Clayton C. Bunting, Bunting's Nurseries, Inc., Selbyville, Del.; Homer S. Kemp, Bountiful Ridge Nurseries, Princess Anne, Md., and E. M. Quillen, Waynesboro Nurseries, Inc., Waynesboro, Va.

At the opening session Mr. Harrison reported the results of the meeting of eastern mail-order nurserymen at Philadelphia in the latter part of June, and told how the Del-Mar-Va organization, formed to combat the NRA in 1937, had subsequently been the salvation of the group financially, when it was being undermined by price-cutting. He explained the high costs which the growers of the area faced this season, supporting the schedule recently circulated among the trade.

The remainder of the opening session was devoted to the secretary's report, by B. W. Keith, Keith Plant Nursery, Sawyer, Mich., who also reported as treasurer, indicating a comfortable balance in the treasury.

The president, H. H. Goldstein, of Kunderd Gladiolus Farms, Goshen, Ind., called members' attention to the difficulty of obtaining corrugated and folding boxes, stating that unless or-

ders were placed early, it might not be possible to obtain them for next season. He recommended attention to catalogue paper as well, particularly if enamel paper is used, and said that printing orders should be placed early, as many operations are not so speedy as before the wartime shortage of labor. Commenting on the limited proportion of victory gardeners who would become yearly customers of nurserymen, he thought attention should be given to the size of one's mailing list, as the retention of old, or too many, names of non-buyers would be distinctly unprofitable.

In the absence of Eldon H. Burgess, of Burgess Seed & Plant Co., Galesburg, Mich., the chair called on F. R. Kilner, editor of the American Nurseryman, to talk on the recent meeting of the A. A. N. executive committee and the principal topics of discussion there.

Homer S. Kemp called attention to the means of expediting express shipments which had been used the past season and might be employed by other nurserymen. Several firms in his territory had banded together to have printed green cards, tags and stickers carrying the following inscription: "Trees and plants for food production. Rush delivery. Food is ammunition."

At the afternoon session a colored film on chrysanthemums and other perennial plants was shown by Cowperthwaite Florist, Cincinnati, O.

Reports on crop condition occupied most of the afternoon. For the Del-Mar-Va region, Senator Clayton A. Bunting predicted short supplies of all fruits, probably only fifty per cent of last season's supply of peach, apple, pear, plum and cherry. Strawberries might be only twenty-five per cent, grapes only forty per cent and asparagus about one-third.

In New York state, said Howard W. Maloney, cherries, plums and pears would be about fifty per cent of the preceding season, with the supply of apples about as last year.

Thomas Kyle pointed out that Lake county, formerly a source of a great supply of nursery stock in Ohio, had become so industrialized in recent years that it was much less a factor in the market and that the remainder of Ohio was not in greater production than formerly.

The reduced supplies of fruit trees and berry plants were also the subject of comment by B. F. Kindig, Elkhart, Ind.; Vernon H. Krider,

Middlebury, Ind.; Harry Hobbs, Bridgeport, Ind.; L. R. Sjulín, Interstate Nurseries, Hamburg, Ia., and C. H. Andrews, Andrews Nursery Co., Faribault, Minn., reporting for their respective sections, the last-named emphasizing the decided scarcity of small fruits.

The following day was given over to discussion of prices for the coming year. While supplies of most items are short and the demand in general is strong, the general consensus was that reasonable prices should prevail commensurate with the rising costs of production. Committees which had met the preceding afternoon presented their suggestions, which were discussed by the fifty members present.

Chairmen of these committees were: Strawberries — Victor Judson, Judson Wholesale Nurseries, Bristol, Ind. Fruit trees — C. R. Emlong, Emlong Nurseries, Stevensville, Mich. Small fruits, except strawberries — Howard W. Scarff, W. N. Scarff's Sons, New Carlisle, O. Shade trees — Harry Hobbs, C. M. Hobbs & Sons, Bridgeport, Ind. Evergreens — Vernon Krider, Krider Nurseries, Inc., Middlebury, Ind. Shrubs — John W. Kelly, Kelly Bros. Nurseries, Dansville, N. Y. Perennials — J. J. Grullemans, Wayside Gardens Co., Mentor, O. Dahlias — B. F. Kindig, Kindig Nursery, Elkhart, Ind. Gladiolus and other bulbs — A. M. Grootendorst, Benton Harbor, Mich. Seeds — Leonard Condon, Condon Bros., Rockford, Ill. Roses — Robert Pyle, Conard-Pyle Co., West Grove, Pa.

The meeting concluded with the report of the nominating committee, recommending the reelection of officers, who are: President, H. H. Goldstein, Kunderd Gladiolus Farms, Goshen, Ind.; vice-president, H. W. Maloney, Maloney Bros. Nursery Co., Dansville, N. Y.; secretary-treasurer, B. W. Keith, Keith Plant Nursery, Sawyer, Mich.

The meeting started with a nursery membership of sixty-two firms, and by its conclusion applications had been received from about a score more. It was voted that a membership committee be established to pass on the eligibility of applicants.

THE business of the late W. E. Bock, florist and nurseryman, 371 Hooker avenue, Poughkeepsie, N. Y., will be continued under the name of W. E. Bock Estate, with Mrs. Lottie R. Bock as owner and manager.

Regional Meeting at Omaha

When a mail vote of members in the north plains states, embraced in region 4 of the American Association of Nurserymen, showed seventy per cent in favor, a regional meeting was called at the Fontenelle hotel, Omaha, Neb., July 30, by Bj. Loss, executive committee member for the region.

Between sixty and seventy persons appeared, an excellent representation of that region, and after luncheon they listened to two fine talks. That by Frank S. LaBar, A. A. N. president, was mainly on postwar problems and the place of the nurseryman in the program for that era. His remarks followed the lines of thought presented in his message published in the July 15 issue of the American Nurseryman.

The treasurer of the national association, Arthur H. Hill, Dundee, Ill., presented some statistics on the financial position of the organization, now at its strongest in history. These were followed with some remarks as to the future of the industry and the part being played by the leaders of the national association. These comments appear in an adjoining column.

Questionnaires prepared at the Washington office in reference to costs of doing business, and their increase in the past two years, were distributed to members, so that they might have a basis for making their individual calculations and realize the effect on their individual enterprises.

When the meeting had adjourned, the remainder of the afternoon was devoted to business transactions between members, and there was considerable activity in this respect.

PLAN FOR FUTURE.

All of us are wondering what the immediate future and the more distant future of business will be, and particularly for our own nursery trade. In some measure we can foresee the future by considering the past. In this way we may regard the year closing as furnishing us with a guide through the year just ahead.

Individual nurserymen, of course, are faced with individual problems, depending upon the type of business and location and labor conditions in their immediate territory. From all

Remarks of Arthur H. Hill at A. A. N. regional meeting at Omaha, Neb., in conclusion of his report as treasurer of the American Association of Nurserymen.

I have been able to learn in conversation with a great many of the members, business was carried on under considerable handicaps this past year. Many concerns were forced to function with a severe shortage of labor, but when they counted up at the end of the year, they found in many cases that they had done a greater volume of business than expected and that there was some profit. In many cases the volume of business was somewhat less than last year's, but due to the inability to obtain labor, expenses were less, and profits were, therefore, equal to or better than last year's.

The feeling seems to be with regard to the year just ahead that there will be no noticeable improvement in labor conditions, and at the same time no noticeable decrease in the demand for nursery products. What was true a year ago is still true today. There is a greatly increased volume of money in the hands of working people and fewer things are available for purchase. The influence of the victory garden movement, I feel, has definitely created a great interest in gardening and landscaping generally. While this was, of course, designed primarily for food production, it has taken along with it a considerable volume of interest in general improvement of the home grounds, which has benefited our industry.

I see no reason to believe that there will be any change in this situation in the immediate future. While our fortunes at war seem to show improvement, it is quite evident that the demand for war goods will continue at full volume at least until the end of next spring. Nurserymen, therefore, should prepare themselves for an active season.

What we may look for during the period following the end of the war no one can foresee. If, as economists predict, the demand for manufactured goods will take up the gap in unemployment for a considerable period, and the building of homes, which are now badly needed, is carried on, nurserymen will profit.

As nurserymen we are accustomed to extend our plans farther into the future than almost any other industry. If we are to take advantage of the extensive building program, which will no doubt follow the end of the war, we must prepare ourselves now by continuing at least a reasonable amount of planting in keeping with our individual ability to

finance such operations and to market the product. I do not wish to advocate a big program of expansion, but the individual nurseryman must realize his own capacity to dispose of his products. I do feel that, for many years at least, nurserymen generally will experience a period of active demand for high-grade, well grown nursery products.

I cannot let this occasion pass without paying tribute to the men who are responsible for the successful operation of our association. Nurserymen are most fortunate in having in Washington a man as capable as Dick White. My observations in working with him on the executive committee have amazed me with the tremendous amount of work which is accomplished with the limited staff which he has. Mr. White is in a position to be helpful not only in matters of legislation, but in the interpretation and modification of various regulations affecting our industry. There are innumerable instances where he has been able to give a favorable interpretation of rules as they may affect our industry, which in itself more than justifies the expense of the Washington office. At the same time, he has appeared before many sectional meetings, which has been helpful in increasing the membership. He has also created good will in Washington wherever he has made contacts.

I know that many of you are fully aware of these facts, but I feel I should bring these matters to your attention, so that you will in every possible way cooperate with the Washington office whenever you may be called upon. You may rest assured that all is being done for the greatest benefit of the association.

We have been fortunate, too, in the guidance of our president, Frank LaBar, during these troublesome times. He has, through long experience in executive management, been able to see clearly the problems which are before our industry, and I fully believe that he has interpreted the trend of things and has guided the affairs of our association in a most capable manner. I am glad that he will again head our organization for the coming year.

C. A. CHANDLER, of the Chandler Landscape & Floral Co., Kansas City, Mo., spent two weeks in the Rio Grande valley of Texas last month.

One-day Gathering at Benton Harbor

The officers of the Michigan Association of Nurserymen were agreeably surprised at the large attendance at the one-day meeting, August 5, at the Hotel Vincent, Benton Harbor. Well over seventy-five members, guests and wives were in attendance. Sixty-seven sat down to the bountiful buffet luncheon at noon. President Charles B. Greening was in the chair.

C. A. Boyer, director of orchard and nursery inspection in the state, opened the discussion with a quick summary of the activities of the year. He emphasized the importance of nurserymen's contacting their senators and congressmen personally, while at home, to urge them to revive the bill passed by both branches of Congress making the federal agencies respect state inspection laws. The bill was vetoed by the President. It was House bill 1396 and Senate bill 417. At the afternoon session a resolution, offered by Bert Manahan, calling on Congress to repass the bill, was adopted.

Mr. Boyer reported the government is now growing 256 varieties of nursery stock, including rosebushes and fruit trees, of which some were jobbed out by the federal agencies, called "surplus commodities."

Twenty-eight states now have reciprocal agreements. Tribute was paid Lee McClain for his work with the American Association of Nurserymen in breaking down these trade barriers. It was reported that these agreements have saved American nurserymen, conservatively, \$150,000 per year.

Mr. Boyer reported on a new law in Wayne county controlling the sale of nursery stock and tree surgery within the county. He pointed out that over 150,000 inferior plants had been destroyed in that area this spring.

The budwood certification pioneered by Michigan is working satisfactorily and will probably be copied by other states soon.

Mr. Boyer closed with mention of the need of revision in township inspection procedure and of the spread of red stele disease in strawberries.

Ray Hutson, professor of entomology at Michigan State College, reviewed the insecticide and fungicide situation and reported it somewhat more favorable in point of supplies.

Dr. Hutson reported new developments in the use of cryolite for shade tree spraying. Instead of three pounds of arsenate use six pounds of cryolite with a good sticker. One quart of spray oil can be used as a sticker. Do

not mix with lime. Spray tanks should be clean. One caution is that cryolite does not work well for white pine.

He reported most inquiries were on the control of sawflies on pine trees. White grubs in the soil were reported becoming more active. With arsenate of lead not available for soil during wartime, cross disking was recommended. This takes care of about eighty-five per cent of the grub trouble. Where possible, sod land infested with grubs should be avoided.

Secretary A. M. Grootendorst reported there were 112 active members and twenty-four associate members.

The association had invited Arthur H. Hill, Dundee, Ill., treasurer and regional executive committee member of the American Association of Nurserymen, to tell of the recent meeting of the committee at Washington in lieu of a national convention.

Mr. Hill touched on many of the items discussed at Washington, including trade practices and ethics, promotional activities and reports of committees. Postwar problems are being considered by the A. A. N. Mr. Hill recommended a state committee to work on such problems affecting state activities.

By consideration of the past, Mr. Hill pointed out, we can look to the future with no considerable improvement in the labor situation. With money in the hands of customers, demand should continue to be all nurserymen can care for. The victory garden movement should result in interesting persons in ornamentals now and to a greater extent when food growing is not so important. After the war nurserymen should profit from new building badly needed. To do this, nurserymen must now keep up their plantings to be ready for this postwar business.

As the last speaker on the conference, Harold E. Hunziker, Niles, took a few moments to comment on the fine report of the A. A. N. meeting given by Mr. Hill and urged any Michigan nurserymen who were not members of the A. A. N. to join the organization.

His part of the program was to tell of the results of the landscape questionnaire made up by the National Landscape Nurserymen's Association, which was published in the American Nurseryman of August 1.

As general recommendations, Mr. Hunziker pointed out that it was unwise to lower quality of work now, that landscape men should help cus-

tomers wherever possible with advice, if not able to do the work for them. Invite return calls if information cannot be given properly by inexperienced help in the nursery office or, better, call the person back. There is no better time to inspire confidence and good will than now for future business, Mr. Hunziker asserted. To emphasize this he read a clipping from his local paper. William Osborn, Culver banker, said: "Businessmen are confronted by customers begging them to sell them something. Their attitude toward those customers today will determine whether they will have those customers when the war ends and business once more begins selling to and hunting customers. The independent attitude of some business and professional men today is laying the foundations for crumbling patronage in the days to come. The businessman who does not take the time to cooperate to his fullest extent with people who want to buy and can't find the merchandise is not apt to sell these people when he does have merchandise that is also obtainable elsewhere."

Mr. Hunziker considered it necessary to review costs in connection with revised operations and see if economies put in practice could not help in making a profit for the landscape nurserymen in spite of lower volume of business. He urged that the owner go out more with the men and give them a hand wherever possible. The workmen like it, and probably it would not hurt the owner to get a new hole cut in his belt.

With prospects for the need of 900,000 to 1,200,000 new homes each year for the decade after the war, he thought that even with mass production no substitutes for trees or shrubs could be found, but a supply of more dwarf plant material and spreading material for low houses should be planned for the postwar period.

IN place of the usual field day at the station farm at Mount Carmel, the Connecticut agricultural experiment station is this year inviting the public to an open house at the station, 123 Huntington street, New Haven, September 8.

OVER an inch of rain July 29 broke the drought of that month which was almost beginning to reach a serious degree, and several inches the following week put stock in fine shape again, at the nurseries of Arthur Bryant & Son, Princeton, Ill., reports Miles W. Bryant.

Joint Sessions at Philadelphia

Headline speakers and the participation of nearly a score of New Jersey guests were responsible for a high level of attendance at the summer meeting of the Pennsylvania Nurserymen's Association, at the Hotel Warwick, Philadelphia, August 4 and 5. Both the opening session and the banquet in the evening were marked by an attendance of 100.

President William Carver cut short his opening remarks in order to give full time to the New Jersey leaders on the program.

Speaking on the national food situation, Dr. William H. Martin, dean of the college of agriculture at Rutgers University, pictured the outlook as not favorable at this time. He emphasized the need of higher production in order to meet the promises of food to the nation's Allies.

The agricultural situation was the topic of Willard H. Allen, secretary of the New Jersey department of agriculture, and he found it in a rather deplorable state because of mishandling at Washington. He set forth a 6-point program for food production, which would include fair farm prices, provision of equipment, one man responsible for the farm program instead of nine agencies at Washington, decentralization of control to state and county agencies, fair margin in prices to dealers and processors, including farmers' co-operative markets, and no subsidies.

Dr. P. P. Pirone, research specialist in diseases of ornamentals at the New Jersey agricultural experiment station, instead of answering directly the question, "Should Nurserymen Grow Drug Plants?" reported data on drug production and its prospects in this country, as well as information regarding the situation which had come to him as consultant of one of the big drug houses. As the Allied military forces have freed some of the occupied countries, drug products are again flowing from them. This doubtless will continue as the war advances. The low labor cost and the favorable climatic conditions of some foreign countries preclude the possibility of competition here. Yet there are some items which nurserymen can grow, if they give careful attention to the requirements of the plants as to weather, varieties, cultivation, harvesting, curing and marketing. Only a limited acreage is needed of any crop, however, so that the favorite American procedure of mass production to lower prices is not feasible.

"Latest Developments in Washington" was the topic of Richard P. White, executive secretary of the American Association of Nurserymen, who dwelt on some of the favorable aspects of the situation of the nursery industry and the work of the A. A. N. in bringing that about. He told of the postwar planning which the association will undertake. He predicted that the manpower situation would be easier next spring. Another good word was the announcement that budding strips of crude rubber would be available shortly, and he displayed samples to show the superiority of that type to strips made of the synthetic product.

Visitors called upon for remarks were Herbert Voorhees, president of the New Jersey farm bureau; W. H. Judd, propagator at the Arnold Arboretum, Jamaica Plain, Mass., and P. M. Koster, of the Bagatelle Nursery, Huntington, L. I., N. Y. Mr. Koster was given credit for his almost singlehanded effort in behalf of the research work in horticulture at the New Jersey agricultural experiment station when he was a resident of that state.

At the banquet in the evening, Frank S. LaBar, A. A. N. president, acted as toastmaster. He introduced John H. Light, Pennsylvania secretary of agriculture; Harold G. Seyler, past president of the association and now lieutenant commander on active service in the navy; Arthur Levick, president of the New Jersey Association of Nurserymen, and Charles K. Hallowell, Philadelphia county farm agent, each of whom spoke briefly. The speaker of the evening was Wheeler McMillan, editor of the Farm Journal, who urged consideration of the fundamentals in facing the farm problem and the goals of food production.

At the morning session August 5, Louis E. Wissenbach, vice-president, reported on conditions in western Pennsylvania, where the labor situation has been met chiefly by hiring boys and old men, as women prefer the factories.

"Trees—Great and Otherwise" was the subject of a talk by W. E. Montgomery, acting deputy secretary of the Pennsylvania department of forests and waters. He referred to a few of the trees of the world noted for their size, to others for their historical interest and to still others for curious characteristics. His lecture on this subject has been one of wide popular interest.

Dr. R. E. Culbertson, of the soil conservation service, United States Department of Agriculture, referred to his previous appearances before the association and his recommendations then of grasses and legumes for nursery cover crops, reported in this magazine at the time. He distributed a mimeographed table summarizing the characteristics of twenty-three of them, and he explained the particular good use of those especially recommended.

He mentioned as among the better species black medick, field brome grass, Hubam clover, Korean lespedeza, sweet clover, Italian rye grass, alsike clover and perennial rye grass. Red fescue and sheep fescue he mentioned as requiring low maintenance. For the three best for nitrogen he offered crown vetch, bird's-foot trefoil and Ladino clover.

Howard W. Wickersham, of the Interstate Farmers' Council, reported on the latest developments on the unionization of farm labor and the work of his council with the farmers to reveal the fallacies in the glittering promises made by the organizers.

The news of the death of Adolf Muller, one of the oldest members of the association, was received with sadness by the members, and a resolution prepared by S. Mendelson Meehan was read, to be sent to the family.

A telegram message was prepared to be sent to Albert F. Meehan, secretary-treasurer of the association, who was kept at home on account of an operation for hernia performed several days before. His place was taken by J. H. Humphreys, who gave thorough and capable attention to the job.

At the conclusion of the session short remarks were heard from Frank S. LaBar, A. A. N. president, and from Dr. E. I. Wilde and Dr. A. O. Rasmussen, of Pennsylvania State College.

In the afternoon a brief business session was held, followed by a meeting of the executive committee.

Among the visitors was Sgt. Henry F. O'Connell, Narberth, Pa., home after being wounded while serving in a raider battalion of the marine corps in the Solomon islands.

STICKERS on shipments of fruit trees and berry plants, indicating their part in the food-producing program to win the war, are thought to have helped expedite express shipments during the spring rush.

OBITUARY

Adolf Muller.

Adolf Muller, for the past thirty-five years owner and operator of the De Kalb Nurseries, Norristown, Pa., died July 30 at his home, following an illness of three weeks. He was 65 years old.

Known for many years as a vigorous supporter of soil conservation measures, he had made a lifetime hobby of fostering the growth of Pennsylvania dogwood trees. Up to the time of his death he had given away more than 300,000 seedlings. During the past spring he had distributed 40,000 young trees among the children of Montgomery county for planting near their homes.

Mr. Muller, who had become well known as a lecturer on botany, was also an enthusiastic fisherman and big game hunter, and his hunting trips took him from Alaska to the Gulf of Mexico. He had served two terms as president of the state game commission.

One of the founders of the Pennsylvania Dogwood Association, Mr. Muller was also a member of the American Association of Nurserymen, the state horticultural society and the Pennsylvania Association of Nurserymen. He was a director of the Montgomery Trust Co., a director of the Norristown chamber of commerce, a member of the Masons, the Elks, the Tall Cedars of Lebanon, the Union League of Philadelphia, the Norristown Rotary Club and the Montgomery county and state fish and game associations. He was a member of the Valley Forge and Montgomery county park commissions.

Mr. Muller is survived by his widow, Mrs. Rose Walz Muller; a son, Lieut. Eugene Muller, an instructor in the infantry school at Fort Benning, Ga., and a daughter, Miss Rose Muller.

Funeral services were held August 3 at St. John's Episcopal church, Norristown, of which Mr. Muller was a member.

John Charles Bennett.

John Charles Bennett, for more than forty years operator of the Molino Nursery, Sebastopol, Cal., died at the Palm Drive hospital, July 17. He had been ill for several months and had been undergoing treatment at the hospital for several weeks. He was 75 years old.

Born at Hayward, Mr. Bennett

had been a resident of Sebastopol for forty-five years. Mr. Bennett is survived by a daughter, Mrs. Alice Coughlin, Auburn; two sons, Walter C. Bennett, who was associated with his father in the nursery business, and George F. Bennett, Eureka, four grandchildren and a sister.

Carl E. Ladd.

Carl E. Ladd, 55, dean of the college of agriculture at Cornell University since 1932, died of a heart attack at his home, Rolling Hills farm, Freeville, N. Y., July 23.

A graduate of Cornell in the class

of 1912, he had been active in agricultural education and rural improvement ever since. An instructor in farm management at Cornell while he worked for his doctor's degree, obtained in 1915, he then went to the state school of agriculture at Delhi as director.

At Cornell he was extension professor of farm management from 1920 to 1924, then director of extension till 1932, when he became dean of the New York state colleges of agriculture and home economics and director of the New York agricultural experiment stations at Cornell and Geneva.

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Charlie Chestnut



Helping the War Effort

Sometimes I get to wondering may be Emil is crazy in the head. Some of the members is probably saying to themselves that Emil is not the only one and it could be that I am showing signs of softening up from being too long in the nursery business. I am not going to argue with any of the members, they can think whatever they want so far as I am concerned, but they should always remember that everyone makes mistakes. It might be the biggest mistake I ever made was when I went to work for Emil.

It was the summer when I was a junior in high school that I hired out to old Sam Finney. He run the grocery in them days and I took a job to deliver groceries. Sam had a team of mules and a wagon that was made over from a calf wagon. He got the rig from Jersey Bullis on account of a little trouble that Jersey got into sometime before.

Jersey used to drive out among the farmers and buy calves. He would start out in the morning and cover the country for several miles around and wind up with a load of calves when he got home in the evening. It was on his way home one evening when Jersey was jogging along with his outfit smoking his pipe and taking it easy. He had a dozen calves milling around in the wagon when all of a sudden one calf jumped out of the box, up over the seat where Jersey was driving, and landed straddle of the wagon tongue with a blatting and kicking that scared the mules plumb out of their wits. They couldn't see what was going on so they did the next best thing, they tried to get away from there as fast as they could. After a run of a mile or more the door of the wagon broke open and all the calves was scattered along the road and old Jersey had pulled his arms about out of joint trying to hold the team.

After that the mules was no good for the calf wagon. Jersey went out a couple of times again, but whenever the mules heard a calf holler there was no holding 'em. They was allergic to calves from that time on. Thats how Sam Finney got hold of the outfit for his grocery wagon and thats when he hired me to go to work.

He should have warned me about the mules being touchy about calves because I hadn't been on the job more than a week when I

got into trouble. I was taking a load of potatoes out to Emil and I pulled up by the windmill while I went over to the house. Just then a calf that Emil had in the corncrib started to blast out. That was enough for the mules, just one good blat done it. Away went the mules. They was headed right out into the nursery. They mowed down a row of a dozen blue spruce, barked up a block of maples and come to a stop when they stumbled in the ditch that Emil had dug across the nursery. One of the mules was alright but the other was all snarled up with the broken wagon tongue and had a hind leg broken beside. Emil came running out when he heard the commotion. He got the one mule loose and finished off the other with his deer rifle.

When Sam Finney got the news he came up right away. First he fired me in no uncertain terms, then he tangled up with Emil. It wound up with Emil taking the wagon and one mule and what was left of the potatoes in exchange for the damage to his nursery.

Emil hired me to pick up potatoes that was scattered all over the place and when I was thru with that he hired me to take the mule that was left and do some cultivating.

All that was over 20 years ago, but here I am still working for Emil. The reason I am telling all this is

so the members can see that I date back long enough in the nursery business to see a lot of water under the bridge in my time and it also explains how I am in a position to tell pretty well how Emils mind works and what to expect when he turns up with any new ideas.

He had a prolific run of ideas one day last winter. As I came in the office he didnt even say good morning. There he was spread out in the old morris chair we got by the stove in the office. He found that chair rummaging around in Mrs. Brewsters barn the day he found the Indian arrows. As I was saying there he sat with a dejected and forlorn look holding a letter in his hands.

"Whats the bad news, Emil?" I says, taking off my sheepskin coat. "Here is a cigar I saved for you from the civic club banquet last night, Emil," I says.

He took the cigar, cut off the end with his pruning knife and put on his glasses. "Listen to this, Charlie," he says. "Of all the highway robbery I ever seen this is it."

It was a letter from the Wild West Boot Co., Tuscon, Ariz. Emil twisted around to the light and read: "Dear Sir: We make a top grade custom made boot, a great favorite with cowboys and cattle men, for \$37.50 net, terms cash with order. If you want a fancy boot we can make up a show model for \$55.00, this is trimmed with an exclusive needle work design, done in blue and white. Yours truly, Wild West Boot Co."

"Cowboy boots!" I says. "What

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<i>Juniperus chinensis depressa plumosa</i>	2½ to 3 ft.
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do you care what they get for cowboy boots? You got as much need for boots as I have for a hoop skirt, whats the idea anyway?" I says.

"Charlie," he says, "in case you aint heard in these times we have all got to get into food production. You cant just barge ahead with honeysuckle. The ration board wont give me more than an A book unless I get into some kind of essential crop here. Now what I got in mind is raising cattle, beef cattle."

"So you are starting off with cowboy boots," I says, "then you'll need a saddle horse and a saddle and a ten gallon hat. Then all you have to get is a feeding barn, a carload of calves, five or ten thousand bushel of corn and you are all set. Unless you are holding out on me you could just raise the price of 2½ calves and enough feed to last them 3 days. In the shape you are in I wouldnt feel too bad about the cowboy boots," I says.

"The trouble is with you Charlie, you dont have any ideas whatsoever except the old idea that it cant be done. I was talking to Morse at the bank the other day and he says the bank could take a chattel mortgage on some cattle if I want to get into it, in fact he wants to have me come down and talk it over. I am only talking about 20 calves and I am going to work and make over the barn a little and I am all set to go. I aim to plant all the vacant pieces in the nursery with corn so I can raise most of the feed myself. So long as we aint busy this A.M. we may as well drive down to the bank and have a talk with old man Morse. Get the truck out Charlie and we'll drive down."

On the way down I tried all the schemes I could think of to talk him out of the idea. "There is a farmer out west of town got in feeders last fall," I says. "Out of 52 head he lost 14 with the shipping fever," I says. "Then when they cut off the horns his hired man got gored and it cost him over a hundred dollars to get him fixed up again. Corn is up to a dollar a bushel and with the government monkeying around with prices you cant tell where you will come out. And there is another thing, who is going to look after the cattle when we are working 14 hours a day on landscape jobs this spring, did you think of that?"

We pulled up in front of the bank, and I seen right away the shade was drawn on the front door. "Oh, oh," I says, "Washington's birthday and the bank is closed up."

"How in the world do banks fig-

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ure anyway?" Emil says. "It would just serve old Morse right if I didnt do no business with him. Just for that kind of highhanded neglect of business I should change over to the chicken business. Say Charlie, Red has had a lot of experience raising chickens, I got a good notion to drive up to the filling station and see what he says about it. Im going over to the meat market and then we will have a talk with Red."

"You go ahead Emil, I'll walk over to Reds," I says.

Business is pretty dull with Red since gas rationing so he was sitting in the back room chewing the rag with Sandy Bowers.

"Whats the good word, Charlie?" Red says, as I took a seat by the stove.

"I just dropped in to ask a little favor of you and Sandy. Emil is on his way over here to get some ideas on the chicken business. All I want you boys to do is to point out some of the pitfalls to him so he wont get the idea of giving up the nursery and go whole hog on the poultry racket. Dont say anything until he brings it up, Red."

"That will be a pleasure to enlighten the old gent, Charlie, and what I cant think of Sandy can. How about it Sandy?"

"You come to the right place my boy," says Sandy. "Just leave him to me and now how about a little three handed pinochle?"

We got in a couple of deals when in come Emil. "Sit down Emil," says Red. "We just need you here to make a good four handed game."

"Playing cards in the daytime is no job for anybody who has to work for a living. Me and Charlie has got to get on home so we cant stop, Red. By the way I am thinking of going into the chicken business, Red, now you have had some experience with chickens, tell me whats the best way to go at it?"

"Well, Emil, chickens may be all right for some people, but never again for me. Its just one headache after another. Remember that time I bought the Buff orpingtons, Sandy? Hadnt had them birds more than three days before they took ataxia, thats a disease they call crazy chicks. Them was birds that cost me \$58.00 and the whole works was deader than a hammer handle in no time."

"And thats only one thing," says Sandy. "One time my uncle had a whole flock wiped out with the blue bugs. Ever see the blue bugs, Emil? They are something like red mites only worse. They only work at night. They keep the birds awake all night

with scratching and after a week or so, the birds just dropped over from exhaustion. It was a heartbreaking sight to see them birds fall over one by one. Lice killer wouldnt touch 'em."

"Never heard of blue bugs," Emil says.

"You ought to read up on all that stuff, Emil," says Red. "They tell me there is over 40 kinds of lice and bugs that work on poultry, besides the ricketts and roup, pox, typhoid and worms. Worms is the worst. Birds with worms eat twice as much and dont lay nothing. It makes the birds a total loss."

"I quit the chicken business after I was cleaned out by the chicken thieves," Sandy says. "They got 400 capons just ready for the market. Cleaned me right out. I wouldnt go into that again if you give me the whole outfit."

"Another thing Emil, the feed situation is bad," says Red. "You cant get ground feed at any price. And work, you dont know what it is to be tied down with a flock of chickens, you cant leave 'em a minute. Dont get leghorns, Emil. One time I had a flock of leghorns that started pecking at each other. I called Doc. Hart up and he said it was prolapse or cannibalism. The only way to stop it was to separate each one from the others. Now how in the world could you build 400 separate pens. Before they got thru I was down to less than 20 birds. Chicks is the last thing I would go into Emil if I was you." Red looked over at me and give me a wink.

"Well, it looks like you boys wouldnt ever make a living promoting chicken farms," Emil says. "I had an idea I might run a flock in the greenhouse but it dont sound too good."

"What you ought to do Emil if you want to pick up a little extra," says Sandy, "is to raise bees. With the sugar shortage, honey is up and there is big money in it. Honey used to be 4 or 5 cents a pound and now some gets 15 cents."

"Wonder if the ration board will give a C book for keeping bees, Red, how about that," Emil says. "Is a beekeeper a farmer, thats what I mean."

"Probably if you put in 40 or 50 hives you might qualify for a C card to deliver honey, but if they caught you down at the duck pond next fall with your C book thats something else again."

"What does it cost to get going in the bee business?" Emil says.

"You figure it out for yourself," Sandy says. "It takes 4 bees all their life time to make one teaspoonful of honey, now the question is how many teaspoons full of honey is there in a pound—"

While Emil was doing a little mental arithmetic, Sandy continued. "First you got to get the hives—"

"How do you get the honey out without getting stung, thats the part that I could never figure out?" Emil says.

"Sometimes you dont," Sandy says. "My cousin started to keep bees, but he couldnt get used to



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being stung. It made him deathly sick, so when the bees suffocated in the hives the first winter, he was satisfied to call it quits. But he made one mistake, he got ahold of some Cyprian bees instead of the Italian strain and they was the most ornery bees you ever saw."

"I remember my father had bees once and he didn't leave enough honey in the hives for the bees to eat so they all pulled out and went some place else," says Red.

"Bees don't sound so good to me, Emil," I says. "What you ought to do is to have a super duper victory garden. Take all the vacant pieces, grub out all the junk in the nursery and raise potatoes. That's something you could really make a killing on. Potatoes is liable to be 5 or 6 dollars. How many bushels of potatoes can you raise on an acre, Sandy?"

"Well now, Charlie, here is the way I figure it. Seed potatoes at \$5.00 a bushel and arsenate of lead away up and hard to get its a pretty risky thing to go into. If it was me—"

Emil jumped and says, "Come on out of here Charlie before these birds talk me right out of the nursery business. I'm going home and figure out how much land I could get together to raise potatoes if we grub out the old blocks of honeysuckle."

Emil went out and I stopped a minute to thank Sandy and Red for their helpful comments.

When we got back to the office Emil was carried away on the potato business so he couldn't wait to get down to the desk with a paper and pencil to start adding up the profits.

While we was gone a special delivery was dropped off. "See what it is Charlie," he says. "I'm going out to see how much room we would have if I grubbed out all the stuff beyond the ditch. The ration board couldn't turn me down if I produced 5 acres of fancy potatoes."

I was opening the letter as he was talking. "It's from the East and West Nursery, Emil. Listen to this, Emil. Gents: We need for a big government order 12,000 honeysuckle, 4 to 5 feet. Quote all you got by return mail. We also want to contract for 5 acres of honeysuckle for the next two years."

Emil went over to his desk and started fishing thru all the wholesale catalogs. "We got to get under the market a little, Charlie. That's one trouble with the nursery business, Charlie, you never know when you are well off. Looks now like we are back again in the nursery business."

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300 Azalea Kaempferi

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2½ to 4½ feet,
\$1.50 to \$3.00,
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This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By Ernest Hemming

WHO DOES THE SHOOTING?

It has often been said that it takes two to paint a picture, one to paint the picture and the other to shoot him so he won't put too much into the picture. I think this also applies to nursery propagation.

THE BAGWORM.

In the fourteen years that we have had this nursery we have never seen the bagworms so numerous as they are this year on our customers' places. Usually they are a minor pest in this section. There have been some on the nursery, but our men usually keep a weather eye out for the egg cases that hang on the trees over the winter, and hand-picking keeps the place clean enough so that the necessity for spraying is a rarity.

I once asked Dr. Cory why the bagworm had not long since destroyed all the native cedars that are so common along our highways and county roads; his answer was that parasites keep them in check. Something surely checked the parasites this year.

For controlling the bagworm, nothing seems to do the job quite so well as spraying the pest with arsenate of lead while it is young and actively eating, and then hand-picking the few that are missed by the poison.

E. H.

A WALK IN THE NURSERY.

I took a walk through the nursery. This used to be a pleasure, as there was always something of interest to see, even if you went a dozen times a day, but not any more, for there is nothing to see but work that should have been done. Weeds waist high, going to seed, plants that should have been transplanted last spring, pruning that should be done with not a chance to get at it! But, oh well, there is a war on. But being too old to be in it, I surely would like one of those bulldozers that you see pictured in the magazines, to clear out some of the overgrown blocks and get the ground ready for the time when we get labor enough to work it.

Those holes will have to be filled up where those balled beech trees were dug last spring. Well, I'll be jiggered! I never saw anything like

that before. Around the side of the hole are numerous beech shoots coming from the roots where they had been cut off by the spade. Is it possible that the American beech would grow freely from root cuttings?

The beech is a hard-wooded tree and rarely sends suckers up from the roots. It is common for some trees such as the poplar and crab.

Upon examination, other holes where beech trees had been dug with a ball had quite a fringe of growth around the sides as well as a few shoots in the bottom. Assuming the European beech will grow from root cuttings, as the American evidently will, it suggests possibilities of having *Fagus riversi*, *asplenifolia*, *heterophylla* and other horticultural forms on their own roots. But we are so wedded to budding and grafting that I doubt if root propagation will ever be extensively used.

E. H.

SPIRAEA THUNBERGI.

The Thunberg spiraea is a graceful, small species, which forms an upright, rounded bush, with outer branches loosely arranged and arching. This plant is a native of Japan and China and reaches a height of three or four feet.

The leaves are small, an inch or a little more in length, linear and sharply toothed. The small light green leaves give a feathery effect to the whole plant. The fall foliage color is of little importance. Ordinarily, there is only a slight change to an orange color.

The flowers are pure white and

small, but borne abundantly. The blooms appear in mid to late April in central Ohio and are accompanied by the leaves.

The Thunberg spiraea is not particular as to its cultural requirements. It will do well in any well drained garden soil of average fertility. The ends of the twigs are often winter injured. This condition, if it becomes unsightly, can be overcome by pruning to the extent necessary immediately after the blooming period. This little shrub will do well in sun and at least partial shade. Propagation is by cuttings.

The dainty foliage of this plant makes it especially useful for combination planting with other shrubs in the foreground of the border.

Two other similar spiraeas might be mentioned here. *Spiraea arguta*, the garland spiraea, blooms at the same time or a little earlier than *Spiraea thunbergi* and, in some respects, is a more useful plant. It is somewhat hardier, blooms more abundantly and has more attractive fall foliage. It becomes a larger plant than the Thunberg spiraea, reaching five or six feet.

Spiraea multiflora, the snowgarland spiraea, has been grown in the northwest for some years and is apparently hardy in that locality. The plant is about the same size as *Spiraea thunbergi* or smaller, with more arching branches and slightly larger leaves, and has abundant bloom. It deserves greater trial.

L. C. C.

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Without Ball	Per 10	Per 100
6 to 8 ins. for hedging	\$2.50	\$20.00
8 to 10 ins. for hedging	3.00	25.00
10 to 12 ins. for window boxes	4.00	35.00

Lining-out grade, 1-yr., strong-rooted, 3 to 6 ins.,

\$7.50 per 100; \$60.00 per 1000

6 to 8 ins.,

\$10.00 per 100; \$85.00 per 1000

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Canadian Hemlock	Douglas Fir
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3-yr., 4 to 8 ins. \$15.00 per 1000

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Highbush Cranberry, 2-yr.

10 to 14 ins. \$1.50 per 100

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Biota aurea nana, 21 to 24 ins. \$11.50 \$100.00
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EVERGREENS, SHRUB LINERS.**BARE ITEMS YOU DO NOT
FIND IN MOST LISTS!**HILLTOP NURSERIES**
EASTOWN, OHIO**TENNESSEE MEETING.**

The thirty-fourth convention of the Tennessee Nurserymen's Association was called to order by F. C. Boyd, McMinnville, president, August 10. This was a one-day meeting held at the Andrew Jackson hotel, Nashville, and about thirty-five members were in attendance.

Mr. Joyce, from the Selective Service, who is in charge of farm deferments, was a guest speaker. Other important subjects which were discussed were the guarantee of nursery stock, war problems of nurserymen and postwar planning.

Richard Jones, Nashville, executive committee member of the A. A. N. for the southeast, gave a report of the happenings at the committee meeting that was held at Washington instead of the annual convention. He urged all the nurserymen to read the "convention-by-mail" messages which were sent to members of the American Association of Nurserymen. Mr. Jones stated that help on vital problems which confront us could be found in the news-letters mailed out to A. A. N. members by the executive secretary from Washington.

A letter was read from Richard P. White, stating that it was impossible for him to attend this meeting, as he had to be present at another meeting held at the same time.

New officers were elected as follows: President, Kenneth McClain, Knoxville; vice-president, Henry N. Boyd, McMinnville; secretary-treasurer, G. M. Bentley, Knoxville.

A. A. N. Chapter Meeting.

The Tennessee chapter of the American Association of Nurserymen met with Norman Nicholson, Decherd, vice-president of the chapter, in the chair.

Problems that are vital to this organization were discussed, and it was brought out that we are doing more now than we have in the past to help the war effort and that we are going to have to do more.

It was pointed out that only two more members are needed for the chapter to be entitled to another voting delegate to the next convention, and efforts will be made to get them.

Officers were elected as follows: President, John Roy Bragg, McMinnville; vice-president, W. R. Underwood, Smithville; secretary, Henry N. Boyd, McMinnville.

Delegates elected were: Lee McClain, Knoxville, for one year, and J. R. Boyd, McMinnville, for two years. Alternates chosen were Tom Couch, McMinnville, and Edward Chatten, Winchester.

Henry N. Boyd.

FALL 1943

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ELM—MOUNTAIN ASH—BIRCH,
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Also transplanted and
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Coming Events

CONVENTION CALENDAR.

August 30 and 31—Southern Nurserymen's Association, convention, Biltmore hotel, Atlanta, Ga.

September 9 and 10—Ohio Nurserymen's Association, joint meeting with A. A. N. members of region 3, Hotel Netherland Plaza, Cincinnati.

September 22 and 23—California Association of Nurserymen, annual meeting, Hotel Carillo, Santa Barbara.

GET READY AT ATLANTA.

Tom Dodd, president of the Southern Nurserymen's Association, passes the word that the manager of the Atlanta Biltmore hotel, where the association will meet August 30 and 31, has requested that all members who plan to attend make their reservations early.

W. L. Monroe, Atlanta, has the arrangements in charge, and Donald M. Hastings is getting up an attractive program of speakers.

Richard P. White, A. A. N. secretary, will have an important message, as always. F. R. Kilner, editor of the American Nurseryman, has been asked to talk on "Modern Nursery Advertising."

CALIFORNIA PROGRAM.

The California Association of Nurserymen will hold its thirty-third annual meeting, September 22 and 23, with a state board of directors meeting September 21, at Santa Barbara. It was necessary to move the dates up in order to get away from the week-end transportation problems. The Carillo hotel has been selected as headquarters, instead of the California hotel as originally planned.

Among the speakers already obtained are Richard P. White, executive secretary of the American Association of Nurserymen, Washington, D. C.; F. R. Kilner, publisher of the American Nurseryman, Chicago, and Norvell Gillespie, of the camouflage division of the army, San Francisco. Other outstanding speakers will be scheduled, in addition.

The committee is working hard to get accommodations for everyone, which is difficult in wartime. Letters have been mailed to all members in the state urging them to attend and to ask for reservations now in order to get accommodations.

There has also been a fine program worked out for the ladies.

Bert T. Kallman, Sec'y.,
Tri-County Assn. of Nurserymen.

PROGRAM AT CINCINNATI.

For the combined summer meeting of the Ohio Nurserymen's Association and region 3 of the American Association of Nurserymen, a strong program has been prepared for the two days of September 9 and 10, at the Netherland Plaza hotel, Cincinnati.

One session will be devoted to speakers from the state of Ohio, another session to landscape nurserymen's problems and two sessions to reports of A. A. N. officials and prominent individuals in region 3, which comprises the states of Ohio, Indiana, Illinois, Michigan and Wisconsin.

Wednesday evening, September 8, guests will meet in an informal get-together, the Cincinnati Landscape Association and the Ohio Nurserymen's Association acting as hosts. The program for the two succeeding days follows:

SEPTEMBER 9, 10 A. M.

Call to order, by Melvin E. Wyant, president, Ohio Nurserymen's Association.
Secretary-treasurer's report, by John D. Siebenthaler.

Membership committee report.

"Plant Pest Control Problems under Wartime Conditions," by John W. Baringer, chief, division of plant industry, department of agriculture, Columbus, O.

"Shade Tree Problems in the City of Cincinnati," by Harry A. Gray, horticulturist, Cincinnati park board.

"Postwar Ideas for Nurserymen," by Dr. L. C. Chadwick, Ohio State University, Columbus.

"Fruit Stock Supply to Meet Wartime Demand," by Howard N. Scarff, Scarff's Nurseries, New Carlisle, O.

SEPTEMBER 9, 2 P. M.

Call to order, by Arthur H. Hill, Dundee, Ill., executive committee member, region 3, American Association of Nurserymen.

"Federal Regulations Affecting the Nursery Industry," by Richard P. White, executive secretary, A. A. N., Washington, D. C.

SEPTEMBER 9, 6:30 P. M.

Dinner meeting. Entertainment provided by Cincinnati Landscape Association.

SEPTEMBER 10, 10 A. M.

Call to order, by Arthur H. Hill.
Report of membership committee, A. A. N.

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F. O. B. Richmond, Va.

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WOOD PLANT BANDS

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● Plant your perennials, roses, evergreens and other stock in A.F.S. "Easi-Off" Plant Bands. Perfectly suited to carry perennials over into fall or spring—saves transplanting losses. Ideal for all stock ready for lining out. Buy your Fall, Spring supplies now.

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No. M-310—1 1/2 x 1 1/2 x 2 1/2		20 lbs.	\$2.95
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No. M-340—2 1/2 x 2 1/2 x 3		30 lbs.	3.75
No. M-350—3 x 3 x 3		35 lbs.	4.10
No. M-360—3 x 3 x 4		45 lbs.	4.75
No. M-391—4 x 4 x 4		65 lbs.	5.60

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Shade Trees
Specimen Evergreens
Evergreen Liners
Flowering Shrubs
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RED LAKE CURRANT LINING-OUT STOCK

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Mugho Pine, compact type
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HYBRID LILACS and Peonies for Fall Planting

We specialize in the production of French and Hyacinthiflora Lilac Hybrids and offer a large assortment of varieties in a wide range of color and form.

FALL is by far the best time to transplant Lilacs. Our Special Advance Fall Price List quoting Lilacs, Peonies and Evergreens is now ready.

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WE OFFER FOR FALL 1943—

Populus Nigra, Lombardy Poplar	
2 to 3 ft., per 1000.....	\$25.00
3 to 4 ft., per 1000.....	35.00
Salix, Weeping Willow	
3 to 4 ft., per 1000.....	60.00
4 to 5 ft., per 100.....	15.00
Robinia, Black Locust	
3 to 4 ft., per 1000.....	25.00
Althaea Jeanne d'Arc.	
Double White	
18 to 24 ins., per 100.....	4.00

O. H. PERRY NURSERY CO.

Box 545, McMinnville, Tenn.

SMALL FRUIT PLANTS

Evergreens—Shrubs
Lining-out Stock

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QUALITY NURSERY STOCK

Evergreen Seedlings and Liners
Inquiries solicited

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C. WILSON'S NURSERY

Pembine, Wis.

Reports on nursery conditions—production and sales, by Miles W. Bryant, Princeton, Ill., secretary, Illinois Nurserymen's Association; Thomas S. Pinney, Sturgeon Bay, Wis., secretary, Wisconsin Nurserymen's Association; Floyd Bass, New Augusta, Ind., president, Indiana Nurserymen's Association; Charles B. Greening, Monroe, Mich., president, Michigan Nurserymen's Association; Melvin E. Wyant, Mentor, O., president, Ohio Nurserymen's Association.

"Outlook for Nursery Industry at Close of War," by F. R. Kilner, publisher, American Nurseryman, Chicago, Ill.

"Cost of Production and Selling Price of Nursery Products," by Richard H. Jones, Nashville, Tenn., executive committee member, region 2, A. A. N.

SEPTEMBER 10, 1:30 P. M.

Call to order, by Melvin E. Wyant. Session on landscape nurserymen's problems.

"Landscape business in Wartime," by Harold E. Hunziker, Niles, Mich., secretary, National Landscape Nurserymen's Association.

"Summer Planting," by Louis E. Hillenmeyer, president, Hillenmeyer Nurseries, Lexington, Ky.

"Closing Hours for Retail Establishments," by Thomas B. Medlyn, Cincinnati; D. Barrett Cole, Painesville; Walter Burwell, Columbus.

"Postwar Memorial Plantings for Servicemen," by W. A. Natorp, Cincinnati, president, National Landscape Nurserymen's Association.

"Postwar Outlook for Highway Plantings and State Parks," by Howard Burton, Casstown, O.

Unfinished business.

New business.

CATALOGUES RECEIVED.

Wayside Gardens, Mentor, O.—Autumn retail catalogue of roses, bulbs, shrubs, perennials and hardy plant seeds. Profusely illustrated, partly in color, 72 pages and cover, 8x10½ inches.

Edward Auten, Jr., Princeville, Ill.—Retail price list of peonies, 16 pages, 4x9 inches. Wholesale list of peonies and lilies, 2 mimeographed sheets, 8½x11 inches.

Alanwold Nurseries, Neshaminy, Pa.—Retail price list of rare plants, 4 pages, 8½x14 inches.

Cutler & Vennard Nursery, Sioux City, Ia.—Retail price list of evergreens, 8 pages, 5½x8½ inches.

C. F. Wassenberg Peony & Iris Farms, Van Wert, O.—Wholesale price list of peonies and iris, 32 pages, 5¼x8½ inches.

American Bulb Co., Chicago and New York.—Wholesale price list of forcing vegetable seeds, flower seeds and florists' plants, illustrated, 16 pages and cover, 8½x11 inches.

Carl Salbach, Berkeley 8, Cal.—Retail catalogue of irises, tulips, narcissi, vegetable and flower seeds, illustrated, 32 pages, 8½x11½ inches.

Jewell Nurseries, Inc., Lake City, Minn.—Special perennial list, one sheet, 8½x11 inches.

Wm. Borsch & Son, Maplewood, Ore.—Wholesale trade bulletin of hardy native alpine and perennials, 8 pages, 4x8 inches.

Bagatelle Nursery, Huntington Station, L. I., N. Y.—Wholesale price list of evergreens, rhododendrons and azaleas, 12 pages, 4x9 inches.

Doty & Doerner, Inc., Portland 1, Ore.—Wholesale camellia list, 5 mimeographed pages, 8½x11 inches.

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Evergreen Liners

Hardy Fruit Trees

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3000 to 4000 each: Bolleana and Lombardy Poplars, Chinese Elm, Soft Maple, Red Oak, American Ash in sizes 6 to 8 ft. and up to 16 ft. in height.

2000 Pfitzer Juniper, 24 to 30 ins.

1000 Juniper Glauca, Canadensis, Hill's Dundee, Keteleeri, Irish, Burki, Virginiana, 3 to 4 ft., 4 to 5 ft. and 5 to 6 ft., well sheared specimens.

500 each: Pear and Apple in 4 and 5-year-old bearing-age trees.

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What's New in War Control Orders

GARDENING SERVICES.

Charges for the cutting and maintenance of lawns, trimming of hedges, the tending of flower gardens and other gardening and related services have been exempted from ceiling restrictions by the Office of Price Administration.

Because of price variations due to differing local conditions and other factors, it is administratively impracticable to control prices for these services, OPA said.

These services are defined as "including but not limited to services rendered in connection with the preparation, maintenance, cutting, picking, or harvesting of vegetable and flower gardens, the trimming of hedges, and cutting and maintenance of lawns."

The exemption is supplied through the issuance of amendment 30 to revised supplementary regulation 11 to the general maximum price regulation, effective August 3, 1943.

Landscaping and other services relating to construction remain subject to maximum price regulation 251.

FERTILIZER PRICES.

Specific dollars-and-cents maximum prices have been established by the Office of Price Administration on the three new and improved grades of special victory garden fertilizer, which have been made available as a result of an easing of the nitrogen supply situation.

Under amendment 4 to revised maximum price regulation 135 (mixed fertilizer, superphosphate and potash), effective August 3, ceiling prices are fixed at the consumer and wholesale levels for packages of fertilizer of various weights. Although prices for the new grades average 20 cents per hundred pounds higher than prices for the 3-8-7 grade of victory garden fertilizer sold the past spring, actually the cost per unit of plant food has been decreased at the rate of approximately one cent per unit, inasmuch as the new grades each contain a total of twenty plant food units as contrasted with a total of eighteen in the only grade formerly allowed victory gardeners. The price increase on the poundage basis barely compensates manufacturers for the added plant food units, OPA said.

Victory garden fertilizer—previously limited to a 3-8-7 grade of mixed ingredients for the noncommercial production of vegetables and

small fruits—under revised food production order 5, was replaced July 3 with grades 5-10-5 for eastern states, 4-12-4 for the middle west and 6-10-4 for the Pacific coast area.

Maximum consumer prices for any of the three grades of "victory garden fertilizer for food production only" are established as follows:

	Per package
In 100-pound packages:	
2,000 lbs. or more	\$3.20
1,000 lbs. to 1,900 lbs.	3.45
500 lbs. to 900 lbs.	3.55
100 lbs. to 400 lbs.	3.70
In smaller packages:	Each
50-lb. package	\$2.35
25-lb. package	1.45
10-lb. package80
5-lb. package50

In some states revised food production order 5 limits the use of victory garden grade fertilizer entirely to private, noncommercial use, whereas in other states the victory garden grade also may be manufactured and sold as a regular fertilizer for commercial crop production by market gardeners and farmers.

Where fertilizer labeled "victory garden fertilizer for food production only" is sold for general commercial use, the maximum prices provided for victory garden use shall not apply, and both manufacturers and dealers are governed by provisions of the original fertilizer regulation. This stipulates for manufacturers a price schedule as set forth in the base period February 16 to 20, 1942, and for retailers allows a stated mark-up on their delivered cost of the fertilizer.

FARM MACHINERY GROUP.

Twenty-four executives of firms manufacturing farm equipment have been appointed to serve on a farm machinery and equipment industry advisory committee, the Office of Price Administration announced recently.

This committee has been organized to confer with OPA on pricing matters at the manufacturing level, as these may arise from time to time.

Members of the committee include the following well known to nurserymen:

L. J. Brower, secretary, Brower Mfg. Co., Quincy, Ill.
 Colin Brown, president, E. C. Brown Co., Rochester, N. Y.
 D. Ray Hall, president, Gravely Motor Plow & Cultivator Co., Dunbar, W. Va.
 W. C. MacFarlane, president and general manager, Minneapolis-Moline Power Implement Co., Minneapolis, Minn.
 J. L. McCaffrey, vice-president, International Harvester Co., Chicago, Ill.
 John C. Myers, F. E. Myers & Bro. Co., Ashland, O.
 W. H. Roberts, Jr., sales manager, S. L. Allen & Co., Philadelphia, Pa.

J. & P. ROSE CATALOGUE.

The retail catalogue for autumn, 1943, now being sent out by Jackson & Perkins Co., Newark, N. Y., again is noted for the aggregation of beautiful rose pictures in the thirty-two pages, 9x12 inches in size. These occupy all but five pages given over to perennials and two to fruits. Prices of the patented roses remain fixed, of course. Increases of a few cents appear on a few of the older varieties of roses, some of the group offers and some of the fruits. Featured on the front cover is the All-America for 1944, Katherine T. Marshall, the pink variety named in honor of the wife of the Army chief of staff.

BECAUSE the office of the Bagatelle Nursery, Huntington Station, L. I., N. Y., was struck by lightning and burned down late in June, destroying the stock of catalogues, a 12-page wholesale price list has been issued, listing the principal items offered at wholesale for fall, 1943. The usual catalogue will be mailed in early spring, states P. M. Koster.

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Fruit and Shade trees with vigorous roots and sturdy stems.
 Flowering trees, Weeping trees.
 Shrubs, Roses, Small fruits.
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Telephone 5512

LEONARD COATES NURSERIES

Box 231, San Jose, Calif.

Telephone Santa Clara 600

IN COUNTRY'S SERVICE.

HENRY T. SKINNER, curator of the Morris Arboretum, Philadelphia, Pa., was called by the army last month.

FRANK ANDERSON, son of Frank O. Anderson, landscape gardener, Erie, Pa., is serving on the U.S.S. Salt Lake City, now operating in the Pacific.

C. W. M. HESS, JR.—known to nurserymen as Hans Hess and son of Charlie Hess, Mountain View, N. J.—is proceeding in his training as an army aviation cadet now at the Tennessee Polytechnic School, at Cookeville, Tenn. He recently enjoyed a visit from his wife.

RICHARD POTTENGER, son of Lloyd Pottenger, Indianapolis, Ind., is a first lieutenant in Company L, Normoyle Ordnance Base, San Antonio, Tex. He has quarters at the post with his wife. Lloyd Pottenger, Jr., is a private in the field artillery, Battery B, 5th Bn., 2nd Regiment, at Fort Bragg, N. C.

JOSEPH P. HOULIHAN, of the Houlihan Nursery Co., Creve Coeur, Mo., has not only two sons in the services, but also a son-in-law. Benjamin Houlihan is stationed on a cargo ship somewhere in the Pacific, while the younger son, Edward, is a corporal in an infantry unit in California. The son-in-law, J. R. Behan, is in the navy, stationed at Lambert field, St. Louis.

IN the Chicago Sunday Tribune of August 8 was reproduced the V-mail picture taken by a staff photographer of the wife and son of Corp. John C. Fiore, now with the air corps engineers in Alaska. He has been out of the United States for over a year and never seen his son, Charles John, who was born November 7, 1942. Mrs. Fiore is living with her husband's parents, Mr. and Mrs. Charles Fiore, Highland, Ill. Before going into service Corporal Fiore was in business with his father at Prairie View.

SON of Theodore Wirth, superintendent emeritus of the Minneapolis parks, Commander Theodore R. Wirth, was recently awarded the Silver Star medal for "conspicuous gallantry and intrepidity in action" in the battle off Guadalcanal last November. A graduate of Annapolis, he was naval recruiting officer at Minneapolis from 1935 to 1937. One brother, Conrad Wirth, is chief of the branch of land planning of the National Park Service, while another, Walter L. Wirth, is superintendent of parks at New Haven, Conn.

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FRUIT TREES
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gon Grape—Oriental Plane—Willows.

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tributing points at minimum freight
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Observations on Perennials for Cutting

By C. W. Wood

The series on perennials for cutting which ran in this department of the American Nurseryman some time ago brought so many inquiries and comments that it is thought a few more words on the subject in the light of present conditions may be useful. It should be remembered that these are abnormal times—times in which the demand for cut flowers far exceeds the available supply. Because of labor shortages, the conversion of growing facilities to food production and increased buying power, coupled with a dearth of things to spend money for, the supply of flowers is often inadequate. As a consequence, most wholesale flower markets have been absorbing nearly all the good cut flower perennials that have been sent them and have been returning the growers a handsome profit. That is much different than in former years, when the wholesale florists expressed little interest except in the standard cutting kinds, such as peonies, delphiniums, trolilius and a few others. And it may well be that the acquaintances made during these times of stress may ripen into fast friendships, not only between growers of hardy plants and wholesalers, but also users of cut flowers, for the better kinds of perennials. That, at least, appears possible from the observations made during the past year, a few of which will be recorded here with the hope that they may contain suggestions for readers.

During all the years that I have been an observer of the horticultural scene I have seldom seen *eryngiums* in a florists' shop until last fall. They do appear at times in winter bouquets, of course, but they have seldom been in demand in flower shops. Imagine my surprise, then, when florists began asking for them. They will probably never be especially prominent in markets, but there is surely a place in the scheme of things for the better kinds. Names of the different varieties mean little, as one will find, as they are applied in gardens. It means, of course, that one must usually trust to luck when ordering seeds and then multiply the better kinds from root cuttings. Seeds are not easy to germinate, requiring fall planting for sure results. Root cuttings are made while the plant is dormant and are handled like gaillardias and similar material. *Eryngiums* should be cut, whether they are to be used in the fresh stage

or dried for winter, when the bracts and stems have taken on their highest colors.

The reaction of a florist who tried *Lepachys pulcherrima* for the first time this year prompts me to say a few words about that useful plant. These coneflowers, although not uncommon, have never had much attention from Americans. Three kinds, *L. columnaris*, its variety *pulcherrima* and *L. pinnata*, are known to me. All are desirable plants, choice, if necessary, falling on the middle one, or rather on its form with solid mahogany-red rays. In type *columnaris* the rays are yellow; in variety *pulcherrima* they are yellow and mahogany-red, and in the form now under consideration they are solid mahogany-red. It is an unusual shade in flowers, useful in many roles and attractive in a cut state. *Lepachys* is a popular plant in England, where it is, for some unaccountable reason, used as an annual. For cut flower purposes, it should be given a fertile soil, where it will grow three or three and one-half feet tall, producing its showy coneflowers in June and July. It is easy to grow from seeds at any time of the year.

Cimicifugas, especially *C. racemosa* and its even better form, *simplex*, are eminently fitted to fill a number of roles in flower growing which now do not know the plants

at all. Their greatest value, I suppose, is in the hardy border, where their graceful habits qualify them for extensive use. Not many realize, however, that in these two bugbanes we have two fine cut flowers, which, commencing with *C. racemosa* in July and continuing with the other into late September, supply large numbers of slender graceful racemes of creamy-white flowers on long stems.

These *cimicifugas* are plants for part shade, the type being found here in northern Michigan in open woodlands, and the plants are invariably found in good rich soil. In the garden they should be given similar treatment, for fine specimens will never be grown unless they are given rich diet (preferably plenty of well decayed leaf mold) in a moist shady spot. Lack of moisture may be partially overcome by giving the plants a little more shade and a good mulch of leaves.

C. racemosa is a stately thing, growing from six to seven feet high under good culture, with long feathery racemes in July and August. There is some difference of opinion among authors as to where *C. simplex* should be placed, some contending that it is a form of *C. racemosa*, others that it is a variety of *C. foetida*, a Siberian species, while others give it the dignity of specific rank. Be that as it may, *C. simplex*

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2-year stock, B&B.	Each
Chinese Juniper, 18 to 20 ins.	\$0.80
Irish Juniper, 3 to 4 ft.	.80
Mugho Pine, 9 to 15 ins.	.65
American Arborvitae, 12 to 24 ins.	.50
Chinese Arborvitae, 4 to 6 ft.	.70
Golden Arborvitae, 19 to 22 ins.	.50
Pyramidal Arborvitae, 4 ft.	1.25
Old English Boxwood, 6 to 16 ins.	.40

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Stanford, Mont.

is of great value as a late cut flower and as an ornament in the fall garden. It is not so tall as *C. racemosa*, seldom exceeding three feet here, and the flower stems are gracefully arched instead of being held erect as in the case of the latter. The reputation of bugbanes for evil odor is not fully deserved, and an intermingling of a few sweet-smelling flowers will prepare bugbanes for the most fastidious. I have been favorably impressed by the reception given *C. racemosa* this summer and expect that *C. simplex* will be even more favorably received in markets where it is available.

That camassias hold real promise as cutting material is evident to all that are acquainted with the genus. Their cultural needs will, however, restrict their use to growers who have or can provide what they need. The foregoing does not mean that they are really hard to satisfy, for their only real finickiness lies in the fact that they must have plenty of moisture before and during the flowering period if they are to put on their best performance. Yet that does not mean the moisture of a bog, as I have read, though one species that I have grown, *C. leichtlini*, does well in such a situation. On the other hand, I have seen them grown to perfection in the leafy soil of open woodlands.

Camassias grow readily from seeds, but seedage means a wait of three or four years until the plants reach the flowering stage. That is not a long wait for a real flower lover, but it is a long-deferred turnover for the commercial grower, especially if he has to compete with the absurdly low prices of some collectors. Normally, the bulbs produce few, if any, offsets, though I have been told that they may be induced to do so by injuring the bulbs somewhat as is done in hyacinth culture. A system of vegetative reproduction might be worked out, with this as a basis, if the demand for the bulbs or cut flowers justified the effort. The following kinds are available from western and southern collectors: *C. cusicki*, *C. esculenta*, *C. howelli*, *C. leichtlini* and *C. quamash*. Of the lot, *C. leichtlini* is the best from a cut flower standpoint, I believe. It varies so much in color, as it travels up and down the Pacific regions, that one could get all of the colors common to the genus by a selection of seedlings over the years.

Although baptisias are of less importance from the cut flower standpoint than some other legumes, the genus holds much good cutting material in both flowers and foliage.



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American Nurseryman Chicago

I have had nine species in my plantings, none of them lacking garden merit, though *B. simplicifolia* proved not hardy, *B. lanceolata* not reliably so, and I should not expect *B. perfoliata* to be. The blue lupine-like flowers of *B. australis* are perhaps the best for cutting, and its legume foliage makes an excellent long-lasting substitute for ordinary greens in make-up work. *B. tinctoria*, bright yellow, and *B. leucophaea*, another northern species, hold not a little promise. The latter is found sparingly in southern Michigan and from there southward as far as Texas. The plant is rather floppy, the branches, which may get as long as thirty inches, seldom attaining a stature of more than a foot. It is in June that the large cream-colored flowers are produced in one-sided racemes. Like other baptisias, it is easy to grow from seeds and offers no cultural obstacles.

There are several thoroughworts that should have the attention of cut flower growers, more in fact than we can give space to in these brief notes. But there is one kind, *Eupatorium aromaticum*, which I suspect would be of more than ordinary value. The specific name is not exactly descriptive, so far as I have been able to determine, for it is not aromatic to my olfactory senses. It is, nevertheless, a good plant for either landscape or cut flower purposes, blooming over a long period from August to frost. The flowers are white in large terminal heads. And it is one of the few thoroughworts that do well in poor dry soil. It is easily grown from fall-planted seeds or from divisions.

It was not the intention in these notes to cover the entire range of cutting material adapted to the grower whose main source of income comes from plants. Rather, it was thought that the present shortage of cut flowers offered an opportunity which should not be ignored by growers who have or can find a market for this part of their product. The principal items used for cutting will not, therefore, be mentioned here at all, but those not often considered in that light which others have found useful. These remarks are inserted here to remind readers that, because some important items—delphiniums and lilies, for instance—are missing, it does not mean they are not worthy of attention. In fact, the obviously good ones have all been omitted. But because one obviously good one, the monkshoods, is so seldom seen and is therefore apt to be overlooked, brief mention will be made of it.

If you operate on a heavy soil and

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Irish Juniper	3 to 4 ft.
Andorra Juniper	24 to 36 ins.
Pfitzer Juniper	24 to 30 ins.
Savin Juniper	24 to 30 ins.
Von Ehron Juniper	24 to 36 ins.
Chinese Juniper	4 to 5 ft.
English Juniper	4 to 5 ft.
Polish Juniper	24 to 30 ins.
Scopulorum Seedling	4 to 5 ft.
Mugho Pine	18 to 24 ins.
Scotch Pine	4 to 5 ft.
Norway Spruce	2½ to 3 ft.
Baker Arborvitae	3 to 4 ft.
Pyramidal Arborvitae	3 to 4 ft.
Berkman Arborvitae	18 to 20 ins.

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Excellent stock for October shipment with J. B. certificate in carload lots.

Taxus Cuspidata	15 ins. to 8 ft.
Taxus Cuspidata Capitata	2½ to 12 ft.
Taxus Media Hicksi	1½ to 3 ft.
Taxus Nana (brevifolia)	1 to 2½ ft. and many other items. Ask for prices.

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HARDY PLANTS

Achillea Filipendulina	Per 100
Parker's variety. Yellow, hardy	\$6.00
Rosa	6.00
Agrostis. Yellow, scented	6.00
Aquilegia (Columbine)	8.00
Mrs. Scott Elliott's	8.00
Aster	8.00
Subcoeruleus	8.00
Carnation Grenadin	8.00
Red Half High	8.00
King of the Blacks	8.00
Tausendschoen	8.00
Centaurea	7.00
Montana	7.00
Chelone	7.00
Barbata Coccinea	7.00
Torreyi	7.00
Chrysanthemum	6.00
Maximum Conqueror (Victor)	6.00
Coreopsis	8.00
Double Sunburst	8.00
Mayfield Giant	8.00
Daisy	10.00
Diener's Giant Double Shasta	10.00
G. Marconi	12.00
Delphinium	12.00
Pacific Giant, Vetterle & Heinelt	12.00
Dark blue variety	14.00
Round Table Series	8.00
Chinese Tom Thumb	8.00
Dianthus	8.00
Spring Beauty	8.00
Rose Cushion Pink	8.00
Gaillardia	8.00
Portola Hybrids	8.00
Lupinus Polyphyllus	8.00
Russell Hybrids	8.00
Lychnis	7.00
Alpina Rose	8.00
Arkwrighti	8.00
Philox	8.00
Subulata Rose	8.00
Subulata Brilliant	8.00
Subulata Lavender	6.00
Pyrethrum	8.00
James Kelway	12.00
Double Atrorseum	6.00
Sedum	6.00
Stoloniferum Roseum	7.00
Veronica	7.00
Spicata	7.00
Yucca Filamentosa	7.00
Raspberry Plants	18.00
Latham (per 1000)	18.00
All stock is 2 years old, transplanted.	
Prices for fall 1943 are F. O. B. Herbster.	
Packing at cost.	

J. J. NIGARD & SON'S NURSERY,
Herbster, Wis.

PACHYSANDRA

2½ in. pots, \$60.00 per 1000.
NICK'S NURSERY, Anchorage, Ky.

Peonies: Tree and Herbaceous, best varieties.
Oberlin Peony Gardens, Sinking Spring, Pa.

LINING-OUT STOCK

PIERIS JAPONICA, 8 to 12 ins., 25c; 12 to 15 ins., 50c; 15 to 18 ins., 75c; 18 to 24 ins., \$1.00.
Leucothoe Cat., 15 to 18 ins., 75c; 18 to 24 ins., \$1.00.
Enkianthus Camp., 18 to 24 ins., \$1.00;
40 acres choice Landscape Material.

ALANWOLD NURSERY,
Neshaminy, Bucks Co., Pa.

EVERGREEN SEEDLINGS Per 100

Abies Balsamea, 4 to 8 ins.	\$1.50
Pseudotsuga Taxifolia (Douglas Fir), 4 to 8 ins.	1.00
Juniperus Scopulorum, 18 to 24 ins.	10.00
Larix Americana, 12 to 16 ins.	5.00
Larix Sibirica, 6 to 8 ins.	3.00
Pinus Ponderosa, 4 to 10 ins.	1.00
Pinus Sylvestris, 4 to 8 ins.	1.00
Pinus Sylvestris, 8 to 16 ins.	2.50
Picea Engelmanni, 3 to 5 ins.	1.50
Picea pungens, 3 to 5 ins.	1.50
Thuja Occidentalis, 3 to 5 ins.	1.00
Picea Excelsa, 4 to 8 ins.	1.50

Packed Free. Trade List on Request.
C. WILSON'S NURSERY, Pembine, Wis.

SEEDS

NEMATODE-RESISTANT PEACH SEED.

U.S.D.A. Introductions from India and China.
Shall and Yunnan 55885 and 55886. Harvesting now completed and orders being filled.

KIRKMAN NURSERIES,

P. O. Box 809,

Tracy, Cal.

SHRUBS and TREES

BOXWOODS

May be successfully transplanted through the fall.
BUXUS sempervirens (standard Boxwood), transplanted, puddled roots:

4-yr., 6 to 8 ins.	Per 100	Per 1000
5-yr., 8 to 10 ins.	\$10.00	\$90.00
6-yr., 10 to 12 ins.	16.00	150.00
7-yr., 12 to 15 ins.	25.00	225.00
15 to 18-in. Specimens—Balled and Burlapped:	45.00	

	Per 10	Per 100
	\$9.00	\$80.00
18 to 24 ins., Balled and Burlapped Specimens:	Per 10	Per 100
	\$15.00	\$125.00

4-yr., 4 to 6 ins.	Per 100	Per 1000
5-yr., 6 to 8 ins.	\$12.00	\$100.00
15 to 18 ins., B&B, Specimen Suffruticosa	20.00	

plants each, \$2.75; per 10, \$25.00.
WAYNESBORO NURSERIES, INC.,
Waynesboro, Va.

LILACS

Our collection contains 90 per cent of the list published by the Association of Botanical Gardens as "the very finest."

1-yr.-old	\$0.25
1½ to 2 ft.	.50
2 to 3 ft.	.75
3 to 4 ft.	1.00
4 to 5 ft.	1.75

BAGATELLE NURSERY,

Huntington Station, L. I., N. Y.

RHODODENDRON HYBRIDS

12 to 15 ins.	\$1.00	2 to 2½ ft.	\$2.75
15 to 18 ins.	1.50	2½ to 3 ft.	3.75
18 to 24 ins.	2.00	3 to 3½ ft.	5.00

BAGATELLE NURSERY,

Huntington Station, L. I., N. Y.

ENGLISH ELM (Ulmus Campestri).

Ground must be vacated next spring. Block of finished shade trees, caliper 1½ to 2 and 2 to 2½-inch. Priced less than production cost.

SWINK NURSERY CO.,

Swink, Colo.

Early-bearing bred-up budded and grafted persimmon trees, Peach, Pear, Figs, Grapes, Plums, Apples, Strawberries, Youngberries, Boysenberries. New Crop Pecan Nuts. Catalogue free.

BASS PECAN CO., Lumberton, Mississippi.

WANTED

Wholesale Quotations on Peach Trees.

All varieties in thousand lots.

J. H. Hale, Improved Early Elberta, Elberta, Hale Haven, etc.

LAFAYETTE NURSERY CO., Lafayette, Ore.

25,000 1-yr. Strawberry Plants. 2,000 H. T. Roses on Multiflora. 500 2-yr. Climbing Roses.

5,000 1-yr. Raspberry plants in variety.

Send lists and prices to

VAN'S NURSERY, Fairhaven, Mass.

SUPPLIES

LEAF MOLD, GOOD QUALITY.

\$1.25 per 2-bu. bag, \$16.50 per ton, sacked. Car,

\$13.50 per ton, loose. F.O.B. Stover, Mo.

R. BLACKMAN, STOVER, MO.

FOR SALE

FOR SALE. The entire stock of a retail nursery located a few miles north of San Francisco, in a growing suburban community. Stock consists of all sizes of evergreens and deciduous ornamentals in first-class shape for retailing. Owner to retire on account of old age.

R. LOHRMANN,

119 Center St., San Rafael, Cal.

ATTENTION NURSERYMEN!**IMP. SOAP SPRAY**

Use 1 part with 25 to 40 parts of water

Ask your nearest seedman, or write for literature.

THE AMERICAN COLOR AND CHEMICAL CO.
176 Purchase St. Boston, Mass.**THERE IS A
SUBSTITUTE
For BURLAP SQUARES
And We Have It**Reasonably Priced
Prompt Delivery
Write for SampleAMERICAN-NATIONAL BAG & BURLAP CO.
INCORPORATED
343 KENT AVE. BROOKLYN, N. Y.☐ NURSERY BURLAP
SQUARES and ROLLS ☐**RIGHT** { Packing
Size
Price

Write for prices and samples.

L. ATKIN'S SONS
P. O. Box 167, ROCHESTER, N. Y.**NURSERY SQUARES
(Imitation Burlap)**

Write for prices, samples and other information.

McHUTCHISON & CO.
95 Chambers St., New York 7, N. Y.**Pronouncing Dictionary**

of Plant Names and Botanical Terms

64 pages, 3000 names, 25¢ per copy

AMERICAN NURSERYMAN
243 S. Dearborn St. Chicago, Ill.**WANT ADS**Help and Situation Wanted
and For Sale advertisements.

82.25 per inch, each insertion.

SITUATION WANTED

Landscape superintendent, specializing in planting defense housing projects. Capable of administrative as well as directing labor on job. Best of reference. Will go anywhere.

Address No. 268 American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

have access (say within 200 to 300 miles) to a good market, it will pay you to investigate monkshoods. There is good unusual cutting material here to cover the period from early summer to frost—material which is not often seen in florists' shops, yet it is always snapped up in a hurry. As the culture and description of the several kinds were gone into rather fully recently in this column, that need not be repeated now.

Veronica contains two or three obviously good things in addition to the always popular *V. longifolia sub-sessilis*. Incidentally, if you can grow *sub-sessilis* well, you should have a paying market awaiting you. The better forms of *V. spicata*, including Blue Spire, have also sold well for me, and I suspect that the white form of our native *V. virginica* would be welcome in the September markets.

Good astilbes are always welcomed by florists. And that makes me wonder why the filipendulas are not more often used. From June to midsummer, spiraea-like flowers in fleecy foamy clouds above the ferny foliage make one of the most effective pictures in the landscape and cut flowers of not a little value. From the fleecy white clouds, on 8-foot stems, of the giant *F. camtschatica* through the 3-foot growth and creamy eruptions of *F. hexapetala* to the pink flowers on 5-foot stems of *F. rubra*, they are plants of interest and value. The meadowsweets are usually grown from seeds, preferably planted in an outdoor frame in fall, according to my experience, or if a cool greenhouse is available, almost a year may be saved by sowing them there in autumn and growing them along in a temperature of not over 45 degrees. They may also be propagated by division of the clumps.

Heucheras, a strictly American tribe of plants embracing upward of seventy species, have long been popular garden and florists' flowers. It is remarkable, though, that few species beside *H. sanguinea* have had widespread culture. It is the showy one, however, and now that we have so many improved kinds, it is highly desirable for cutting both from the garden at its normal flowering time and from forced stock in early spring. They are not particular as to soil or exposure, doing well in either sun or part shade and in any good well drained soil.

Vegetative reproduction may be done in two or three ways, depending upon the rapidity desired and on the grower's facilities. The easiest and slowest is by simple division, as in

SHADE TREES

◆ Insects and worms — destroyed vegetation — reduced leaf area — stunted growth—these are some of the problems of the shade tree grower. Get our illustrated booklet that describes the use of "Black Leaf 40" in eliminating certain insects on shade trees. Lists insects — gives dosage. **FREE BOOKLET—Write**

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Black Leaf 40TOBACCO BY-PRODUCTS & CHEMICAL CORP.,
INCORPORATED • LOUISVILLE, KENTUCKY

FOR BEST RESULTS
USE THE
EFFECTIVE FUMIGANT
DOW

METHYL BROMIDEFOR NURSERY AND GREENHOUSE PLANTS
THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN**MICHIGAN PEAT**

The HIGH NITROGEN PEAT which saves labor, fertilizer, money!! Not all 100-lb. bags are the same. Our 100-lb. bag is huge and worth few cents' difference.

COMPARE—Order Michigan Peat Today! Each
1-10 bags (100-lb. size).....\$1.25
11-99 " " " ".....1.10
100-400 " " " ".....1.00
Carlots, bulk, 80 cubic yards, \$3.00 yard.
F.O.B. Plant, CAPAC, MICH.

AMERICAN SOIL SPONGE SELLING CORP.
267 Fifth Ave., New York City, or Capac, Mich.

KATFISH BRAND **SPRAY HOSE** HIGH PRESSURE
ALL SIZES
High-Pressure Couplings
LOW PRICES, PROMPT SERVICE
BROADWAY RUBBER MFG. CO.
Everything in Rubber Since 1901
529 East Broadway, Louisville, Ky.

PLATE BOOKS for Nurserymen

Book A. Illustrates in full color 235 standard nursery items, brief description, substantially bound. Price in small lots, 75c each.

Book B. Condensed edition, 120 items illustrated in full color. Price in small lots, 35c each.

Descriptive Nursery Catalogue

Nicely illustrated, 48 pages and cover. 18c each in small lots.

Will send sample copy of each of the above on receipt of \$1.25. Cash with order.

Correct Planting Methods

A pocket-size 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, 10c. Write for discounts on quantities.

Made to Order

Catalogues, Folders, etc., with illustrations in full color or one color. Thousands of engravings available. Send your specifications or samples for estimate and suggestions.

A. B. MORSE COMPANY
ST. JOSEPH, MICHIGAN

WOOD LABELS

For Nurserymen

**DAYTON
FRUIT TREE LABEL
CO.**

Ray and Kiser Sts. DAYTON, O.

DANDUX CANVAS PRODUCTS

Built to strict quality standards, of finer materials, Dandux Canvas Products have earned recognition and preference over the past quarter century in all fields.

For your requirements of Canvas Covers, Bags, Tarpaulins; in fact, anything made of Canvas, consult our nearest office.

C. R. DANIELS, INC.

Manufacturers of Everything of Canvas
Boston Buffalo Chicago
Cincinnati Cleveland Dallas
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New York Philadelphia Pittsburgh
Milwaukee Minneapolis Alberton, Md.

Write for FREE Catalog!



Nursery Spades, Knives and Pruning
Shears, Budding and Grafting Supplies,
Tree Surgery and Lawn Equipment.

96 page catalogue free—write,

A. M. LEONARD & SON
Piquette, Ohio

ordinary perennials. More rapid manipulation follows lifting the clumps in September and dividing into as many small pieces as possible while still getting a bit of root with each division. These should be planted in a frame where they can be watered until well established and protected over winter. The most rapid method I know is by leaf cuttings. Take a leaf, including leaf stem and a little sliver of the main branch; place it in sand in a cutting bench in late fall and allow it to stay there until it develops two or three new leaves, probably in January or February, when it should be potted off singly and grown along until it is safe to put it outdoors.

I realize that more could be said about cut flowers for the grower of perennials, but our space is exhausted for this time. It is hoped that something has been advanced to open up new avenues for profits for the neighborhood grower.

T. L. AAMODT NEW HEAD OF MINNESOTA INSPECTION.

Following the retirement of Prof. A. G. Ruggles, Minnesota state entomologist, T. L. Aamodt, chief deputy, has been appointed head of the division of nursery control of insect and apiary inspection, or state entomologist. In addition to the above office, "Thor," as he is known to all nurserymen, has been advanced by the University of Minnesota to the rank of assistant professor. Professor Ruggles will continue his connection with the department in an advisory capacity.

BUYS DREER ROSES.

Charles H. Perkins, president of Jackson & Perkins Co., Newark, N. Y., advises that the company has bought from the trustee in receivership for Henry A. Dreer, Inc., Philadelphia, Pa., the following rose patents: Crimson Glory, R.M.S. Queen Mary, Orange Nassau, Glowing Sunset, Dickson's Centennial and Mrs. Oliver Ames.

CONRAD B. LINK, assistant professor of floriculture at Pennsylvania State College, is leaving for the army.

THE Cutler & Vennard Nursery, now at 2519 South Cypress street, Sioux City, Ia., will move next spring to a 23-acre farm recently purchased, one and one-half miles north of Sioux City. The present quarters have been found too small, and a large increase in business is expected in the new location.

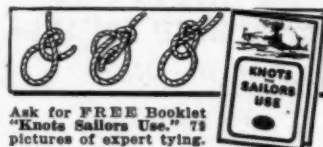


Let CARPENTER—Nurserymen's Twine Headquarters—take care of your requirements, with assurance of dependability.

CARPENTER Nursery Twine

Jute Twine obtainable on Agricultural Certification. Other tie materials also available.

NEW IDEAS IN KNOTS!



Ask for FREE Booklet "Knots Sailors Use." 75 pictures of expert tying.

For full information and prices on twine write

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LABELS FOR NURSERYMEN

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**BENJAMIN CHASE
COMPANY**
DERRY, N. H.

RAFFIA

FOR BUDDING
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We can offer for immediate shipment "CONGO" RAFFIA

Send for Prices

Thomas B. Meehan Co.
DRESHER, PA.

GENUINE MOSS PEAT

Hydraulic pressed bales and smaller resale packages. Sphagnum Moss, Cultivated Peat Humus.

Shipped from Northern plant at Floodwood, Minn., and Hanlontown, Iowa. Annual capacity 1,000 carloads.

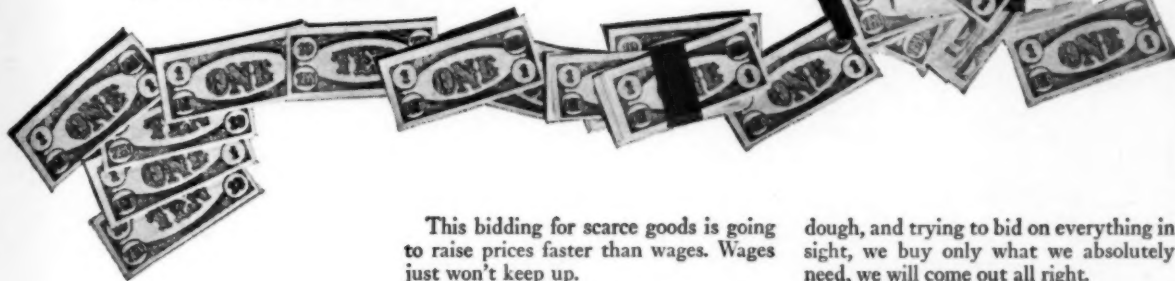
Now booking for present and future deliveries.

Write or wire for quotations.

Colby Pioneer Peat Co., Inc.
Hanlontown, Iowa

IF YOU'RE MAKING MORE MONEY

...WATCH OUT!



WE WANT TO WARN YOU, before you read this page, that you've got to use your head to understand it.

We also want to warn you that—if you don't bother to read it carefully enough to understand it—you may wake up after this war as poor as a church mouse.

This year Americans are going to make—minus taxes—125 billion dollars.



But this year, we civilians are not going to have 125 billion dollars' worth of goods to spend this on. We're only going to have 80 billion dollars' worth. The rest of our goods are being used to fight the war.

That leaves 45 billion dollars' worth of money burning in our jeans.

Well, we can do 2 things with this 45 billion dollars. One will make us all poor after the war. The other way will make us decently prosperous.

This way the 45 billion dollars will make us poor

If each of us should take his share of this 45 billion dollars (which averages approximately \$330 per person) and hustle out to buy all he could with it—what would happen is what happens at an auction where every farmer there wants a horse that's up for sale.

If we tried to buy all we wanted, we would bid the prices of things up and up and up. Instead of paying \$10 for a dress we're going to pay \$15. Instead of \$5 for a pair of shoes we're going to pay \$8.

This bidding for scarce goods is going to raise prices faster than wages. Wages just won't keep up.

So what will people do?

U. S. workers will ask for more money. Since labor is scarce, a lot of them will get it. Then farmers and business men who



feel the pinch are going to ask more money for their goods.

And prices will go *still higher*. And the majority of us will be in that same old spot again—only worse.

This is what is known as Inflation.

Our government is doing a lot of things to keep prices down . . . rationing the scarcest goods, putting ceiling prices on things, stabilizing wages, increasing taxes.



But the government can't do the *whole* job. So let's see what *we* can do about it.

This way the 45 billion dollars will make us prosperous

If, instead of running out with our extra

dough, and trying to bid on everything in sight, we buy only what we absolutely need, we will come out all right.

If, for instance, we put this money into (1) Taxes; (2) War Bonds; (3) Paying off old debts; (4) Life Insurance; and (5) The Bank, we don't bid up the prices of goods at all. And if besides doing this we (6) refuse to pay more than the ceiling prices; and (7) ask no more for what we have to sell—no more in wages, no more for goods—prices stay where they are now.

And we pile up a bank account. We have our family protected in case we die. We have War Bonds that'll make the down payment on a new house after the war, or help us retire some day. And we don't have taxes after the war that practically strangle us.



Maybe, doing this sounds as if it isn't fun. But being shot at up at the front isn't fun, either. You have a duty to those soldiers as well as to yourself. You *can't* let the money that's burning a hole in your pocket start setting the country on fire.

★ ★ ★

This advertisement, prepared by the War Advertising Council, is contributed by this Magazine in co-operation with the Magazine Publishers of America.

KEEP PRICES DOWN!

Use it up
Wear it out
Make it do
Or do without

The following items are offered for late fall or spring delivery. Due to favorable growing conditions these plants are of fine quality, ideal lining-out material.

FRENCH HYBRID LILACS

The following lining-out Lilacs are grafted on privet and have been once transplanted, grown two years in field rows, tied in bundles of 10.

18 to 24 inches, 10, 35c; 100, 30c

SYRINGA VULGARIS BERRYER—Double. Long, broad and shapely blue-violet trusses. A variation of color during its blooming period.

SYRINGA VULGARIS CHARLES JOLY—Double. Bright crimson. One of the oldest and most popular dark-colored forms.

SYRINGA VULGARIS CHARLES X—Single. Purple-red flowers. Very heavy bloomer. An old variety, but still among the best.

SYRINGA VULGARIS CONGO—Large flowers in large open clusters. One of the best red-toned Lilacs, fading to bluish-mauve.

SYRINGA VULGARIS DECAISNE—Single. Clear light blue florets. Buds, bluish-purple. One of the finest blues and a very heavy bloomer.

SYRINGA VULGARIS GENERAL SHERIDAN—Double. Color in bud sea-green, opening to pure white. Heavy bloomer. Rather late.

SYRINGA VULGARIS MME. ABEL CHATENAY—Double. Milk-white flower. Very fragrant heavy bloomer. Rather late.

SYRINGA VULGARIS MME. FLORENT STEPMAN—Single. Light yellow buds, opening to pure white. Heavy blooms, carried well above the foliage.

SYRINGA VULGARIS MARECHAL LANNES—Double. Clear lavender, very large heavy trusses. A spectacular flower.

SYRINGA VULGARIS PAUL HARIOT—Double. Large flower. A rich wine color or violet-red.

SYRINGA VULGARIS PRESIDENT CARNOT—Double. Large flowers. A rich rosy-lavender, fading to a beautiful pink. A distinct and a striking form.

SYRINGA VULGARIS PRESIDENT GREVY—Double. Soft blue, very large trusses and a heavy bloomer.

SYRINGA VULGARIS PRESIDENT LINCOLN—Single. Clear blue, almost Wedgwood-blue. Considered by many as the outstanding true blue-colored Lilac.

SYRINGA VULGARIS SOUVENIR DE LUDWIG SPAETH—Single. Dark purplish-red flowers. Very long trusses. A late bloomer.

SYRINGA VULGARIS THOMAS JEFFERSON—Single. A clear, true violet. This is an outstanding variety because of its distinct color.

SYRINGA VULGARIS THUNBERG—Double. Rich reddish-blue. Very attractive. Free bloomer. Very fragrant. A late variety.

The above are two specialties which we grow in addition to our complete line of Evergreens. Summer price list now available. Complete fall catalogue will be mailed early in September.

FLOWERING CRABS FOR LINING OUT

Stock is once transplanted, suitable for lining out. It is only heavy grade for landscape use. All items are tied in bundles of 10 of a variety and size.

3 to 4 feet, 10, 40c; 100, 35c

We estimate all of these items will grade 3 to 4 feet except *Oakonomierata* *Echtermeyer* and *Sargenti*, which will be 2 to 3 feet at the same price.

MALUS ADSTRINGENS (Asiatic)—Very early bloomer. Flowers are deep rose-colored in bud, opening to a lighter shade of rose-pink.

MALUS ARNOLDIANA (Arnold Crab)—Large soft pink flowers opening to almost a pure white, corolla and stamens being a distinct purple.

MALUS BREVIPES—A large white-flowering variety. Height about 20 inches.

MALUS DOLGO (Hanson Red Crab—Native)—An improved native crab from North Dakota, bearing pure white flowers and brilliant red edible fruit.

MALUS FLORIBUNDA ATROSANGUINEA (Carmine Crab—Asiatic)—A very early bloomer with dark pink flowers. Fruit, small, bright red. Height, 12 to 15 feet.

MALUS HARTWIGI—A very symmetrical tree of narrow pyramidal habit. Foliage particularly good bright green. Flowers, pure white. One-half inch; fruit, yellow.

MALUS MAGDEBURGENSIS—Semidouble. Rose-pink bloom in clusters. Very showy upright habit. Medium early.

MALUS OAKONOMIERATA ECHTERMAYER—A weeping type of tree, bearing a profusion of clear pink flowers and pleasing green and purple foliage.

MALUS PURPUREA ALDENHAMENSIS—One of the best varieties with purple foliage, bearing semidouble flowers of purplish-pink color. Late bloomer.

MALUS PURPUREA ELEYI—One of the showiest varieties. Very early bloomer, bearing flowers 1 inch across, brilliant red. A rather small tree bearing purplish foliage throughout the summer. Fruit, dark red.

MALUS RINGO—A strong upright grower, having large, dark, shiny leaves. One-inch orange-colored fruit; pink flowers.

MALUS ROBUSTA (Cherry Crab—Asiatic)—A very early bloomer. Bears large white fragrant flowers. Fruit, a dull red. Height, 15 to 30 feet.

MALUS SARGENTI—A low shrubby tree, 6 to 8 feet high, with spreading branches. Flowers, a pinkish-white, opening to pure white. Fruit, berry-like, dark red.

MALUS SCHEIDECKERI—A small tree. Early-flowering. Flowers are about 1½ inches across. Semidouble, pale pink. One of the best varieties. Fruit, ½ inch across, yellow.

MALUS ZUMI CALOCARPA—The finest of all the white crabs. Very heavy bloomer. Flowers, very large, showing pink in bud opening.

D. HILL NURSERY CO.

Evergreen Specialists - Largest Growers in America

DUNDEE, ILL.